

سكنا من الأصل

Wines and spirits:
Four-page
Special Report

Man charged with girl's murder in Guildford bomb attack

A man was charged yesterday with the murder of a young WRAC recruit who died in the Guildford public house bombings in October. He is to appear at the magistrates' court in the town today. For security reasons his name and other personal details have not been disclosed. Ten other men and two women were still being questioned by police officers

Police interviewing 12 people

Clive Borrell, chief constable of Surrey, said today that 12 people were being interviewed by Surrey police in connection with the Guildford public house bombings. The man charged with the murder of a young WRAC recruit who died in the Guildford public house bombings in October. He is to appear at the magistrates' court in the town today. For security reasons his name and other personal details have not been disclosed. Ten other men and two women were still being questioned by police officers

James Neville, head of Scotland Yard's bomb squad, spent many hours at Guildford last night helping the Surrey detectives interview those who had been detained. Mr Peter Matthews, Chief Constable of Surrey, buried to Guildford police station last night soon after the man had been charged. I understand that the Surrey detectives expect further charges in connexion with the bombings later this week. Custody for 18: After three weeks in which only two men were detained without trial at the Maze prison at Lough Kesh, Mr Kees, Secretary of State for Northern Ireland, has issued interim custody orders for 18 men. His action, reversing the policy to phase out internment, comes after two months of sectarian warfare in Belfast in which more than 20 people have been killed. Most of them were Roman Catholics. Most of the new detainees are Catholics, too. Of the 18 men, 16 are members of the minority Protestant community and only two are Protestants. Expulsion orders: Since the new anti-terrorist measures became law at midnight on Friday, the Home Secretary has signed six orders to exclude undesirable persons from Great Britain (a Staff Reporter writes). It is understood that in spite of intensive inquiries so far no man has been detailed so far under the new Act. Since the measures allow a 48-hour appeal period, he had not been named last night.

in Guildford last night in connexion with the bombings, which claimed the lives of five people and injured 65. Marian and Dolours Price, who are serving life sentences at Brixton for their part in the Old Bailey car bombings, yesterday called off their hunger strike. In Northern Ireland, custody orders have been issued for 18 men.

Price sisters abandon their hunger strike in jail

By Robert Fisk and Tim Jones
Dolours and Marian Price, the London car bombers, have ended their hunger strike in Brixton prison after three days. It was a humiliating admission that the Provisional IRA. They took their decision after a visit from their father, Mr Albert Price, who is believed to have told them that if they did not end their protest they would be instructed to do so by the Provisionals. Mr Price, who saw the girls at Brixton on Saturday night, would make no comment but the Home Office confirmed yesterday that the sisters had taken a meal, believed to have been cold beef and chips. Provisionals in Belfast and Dublin had decided that nothing would be gained if the sisters died. Mr Jenkins, Home Secretary, had no intention of transferring them to prison in Ulster before Christmas whatever the pressure, and that public opinion in the Roman Catholic community in Northern Ireland would not be behind the sisters after the Birmingham bombings. A Belfast republican sympathizer who keeps in close contact with the Provisionals said yesterday that he had never realized the sisters had not obtained a written guarantee from the Home Secretary promising their return to Northern Ireland. He said it was "unwise" of them not to have demanded it. "Previously they had something to gain from their strike, but this time it would have to be to the

death and after Birmingham the British would not 'wear' the girls' transfer to the Six Counties." Mr David O'Connell, the IRA chief of staff, suggested that the sisters might be told to give up their protest, in an interview in the Dublin newspaper, *The Sunday Press*. IRA supporters in Belfast are expressing the view that after the fires at the Maze prison at Lough Kesh and the subsequent street demonstrations, people would have been in no mood to stage more protests over Christmas. One Republican said that the sisters' mother was ill in the Royal Victoria hospital in Belfast and that Mr Price was too old to stand the strain of another prolonged fast by his daughters. The Sinn Fein organization, he said, already had "enough on its plate" that the IRA's campaign is to continue. The Provisionals, he said, were still "carrying out an investigation" into the Birmingham bombings, and the letter-box bombing in London had not been ordered by IRA leaders. He also said the IRA were not involved in the revenge sectarian assassinations in Northern Ireland, a claim which is likely to be regarded in Belfast in much the same way as statements from Protestant extremist groups saying that they have no part in sectarian warfare. Mr O'Connell was remarkably forthcoming in his views on civilian bombings, although

the newspaper records that on two occasions there was a "long pause" before he answered their questions. "The efficacy, apart altogether from the morality, and one is not saying that the morality must be ignored, it cannot, but dealing just with the efficacy of bombing civilians, it has been shown that it is not of great worth... to bomb civilians, just because they are civilians, I would class as murder." Of the sectarian killings in Ulster, Mr O'Connell declared: "None of those are Provisional IRA reprisals. We are completely satisfied that some of our units are involved in the shooting of innocent Protestants. We do not support such actions in the least." In Dublin the Official Sinn Fein, the political wing of the Official IRA, has again condemned the Birmingham bombings. Mr Thomas MacGiolla, the Sinn Fein president, described Mr O'Connell's reference to investigations as "a sick joke". He called on the IRA to end its bombing campaign and said that leaders of the Protestant private armies should order their men to stop future sectarian assassinations. "No Christmas truce" - A representative of the Provisional IRA's Belfast Brigade has said it will not declare a Christmas truce this year (the Press Association reports). The last such truce was in 1972. "Other truces have been violated by the military who used the period of peace to make mass arrests during raids on Catholic areas".

Herr Schmidt's talks with other European leaders improve prospects for EEC Paris summit

From David Cross
Brussels, Dec 1
The prospects for the forthcoming EEC summit meeting in Paris appeared brighter tonight after a series of talks between Herr Helmut Schmidt, the West German Chancellor, and other European leaders. At the end of a two-hour meeting in Brussels with Mr Len Tjeldemans, the Belgian Prime Minister, Herr Schmidt told reporters he thought real progress could be made in Paris on a number of outstanding points. Herr Schmidt was on his way home after his weekend talks with Mr Wilson at Chequers, last week he conferred by telephone with President Giscard d'Estaing and further contacts with European leaders are planned before the summit meeting, arranged to take place on December 9 and 10. Mr Giscard was particularly gratified at the warm welcome he received at the Labour Party conference. Some agreement on the Labour Government's EEC renegotiation demands appears to have been worked out at Chequers and the subject may now figure prominently on the Paris summit agenda. Originally, Mr Wilson was expecting the summit to make some substantial progress on this point. Mr Tjeldemans told reporters that the summit was made in a success. It must fix a number of concrete objectives "limited in their scope but realistic and realizable to the present state of European



Pipes of peace: Mr Wilson and Herr Schmidt at a press conference before the West German Chancellor left London yesterday.

affairs". At all costs, the failures of earlier summits in Paris in 1972 and last year's Copenhagen meeting must be avoided. Informed sources said that the areas where agreement was most likely in Paris included the setting up of the long-awaited European regional development fund, a timetable for direct elections to the European Parliament, regular informal meetings of EEC heads of governments and heads of state, and progress on economic and monetary questions like the problem of recycling petrodollars. Other institutional questions, like the more regular use of majority voting in the Council of Ministers are likely to be shelved for the time being. The British, in particular, were opposed to this idea on the ground that it could undermine their sovereignty over some EEC decisions. Schmidt-Wilson talks, and Summit package proposal, page 5

'Vorster trip to Abidjan in search of detente'

From Charles Hargrove
Paris, Dec 1
Two respected members of the French establishment are fighting a 40 years after the event, a posthumous legal battle for the authorship of a sensational work of erotic literature of the 1930s. The widow of M Robert Denoel, author and publisher, who was assassinated in 1945, and that of M Robert Coureau, an industrialist, who died in 1972, claimed last week before a Paris court, each for her husband, the authorship of *Prelude charnel*. Because of the sensitivity of both black and white governments, the diplomatic manoeuvres have been shrouded in secrecy. However, according to a report in *Die Burger*, the Nationalist Party newspaper in the Cape Province, Mr Vorster, accompanied by 14 Government officials, was on board a specially chartered South African Airways Boeing 707, which took off at 3 am from the D. F. Malan airport at Cape Town two months ago. A false flight plan was filed. The South African delegation is said to have had talks with President Houphouet-Boigny of the Ivory Coast and President Leopold Senghor of Senegal at Yamoussoukro, President Houphouet-Boigny's estate. The French African states have been the most sympathetic to the idea of a dialogue with South Africa, but in the past there has been intense opposition from the rest of black Africa. According to the South African reports, West German diplomats assisted in the discussions when negotiations looked like breaking down. *Die Burger* reported that the black leaders gave Mr Vorster a surprisingly favourable reception.

Two widows fight to save their husbands' bad name

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Die as Boeing crashes near US base in bad weather

Patrick Brogan
Baton Rouge, La., Dec 1
A Boeing 727 Airlines Boeing 727 carrying 93 people on board crashed into the Blue Ridge mountains west of Washington, D.C. on Monday morning. There were no survivors. The aircraft was flying from Dulles International Airport to Washington, D.C. It was a regular flight from Indianapolis, Indiana, and topped on the way at bus, Ohio. There were 86 passengers and a crew of seven. Reports report that they were in contact with the airliner at the time it crashed at Mount Airy, five miles north of a town called Upperville in Virginia. It is reported to be a Government installation. The weather was bad, with a mile and a half of rain and strong winds. It is one of the worst ground command posts in the Government might be in jeopardy. But a spokesman denied any military installation at the site. The aircraft apparently hit a tree and then ploughed



Firemen search amid the wreckage of the Boeing 727 which crashed near Washington yesterday killing 93.

into the trees. A local radio station reporter, who reached the site before it was closed by the police, said the tail section remained in the roadway and the rest of the aircraft was 200 feet away among the trees. He said there were bodies everywhere, parts of the machine were scattered along the swathe

of destruction, and many were still burning. There is no immediate explanation of the crash, although weather conditions may have played a part. The high winds and rain make examination of the wreckage difficult, more so as in the afternoon fog came rolling down from the Appalachians.

A military officer acting as a spokesman for the General Services Administration (GSA) said in Washington that Mount Weather was a classified installation operated by the GSA for the Office of Preparedness. He refused to describe the base or disclose its purpose. The spokesman denied

rumours the base had hampered rescue efforts because of its secrecy. "We provided ropes, trucks and personnel to help in the rescue effort," he said. Washington, Dec 1.—Sheriff's officers said they had sealed the crash site on orders of federal security agents from Mount Weather.

Stonehouse a victim, suggests

Michael Horsnell
Miami, Dec 1
The former parliamentarian who vanished two years ago, may have been a private secretary said to have been 'described by the Mafia'. William Molloy, Labour MP for North, who served Stonehouse when he was Minister of Posts and Telecommunications, said the MP had made enemies all over the world. He disclosed yesterday Stonehouse's car was in the 100lb bomb at Heathrow Airport in May. Commons last month referred to the man and condemned the also called for a re-ignition of Northern Ireland. Molloy said, voluntary of population, aged 49, had been seeking to fly from Miami to London. He had been seeking to fly from Miami to Los Angeles, where he had a fee for a report. Molloy said Mr Stonehouse had a reputation for being uncompromising. "I believe the cards that he has destroyed by the Mafia."

Smith 'emissary' seeks MP's view on Rhodesia

Mr Arthur Bottomley, Labour MP for Middlesbrough, East, and a former Secretary of State for Commonwealth Affairs, has had an approach from an unidentified Rhodesian seeking his views on the Rhodesian situation on behalf of Mr Ian Smith, the Rhodesian Prime Minister. Mr Bottomley says he thinks the approach is the result of new pressure on Mr Smith to get a constitutional settlement, caused by the rapidly changing situation in southern Africa.

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Test century by Greig

Tony Greig scored 110 runs in England's total of 265 on the third day of the first Test match in Brisbane, Australia, attempting to consolidate a first innings lead of 44, finished on the defensive, losing two wickets for 51 in their second innings. Page 9

Ex-dictator's wife accused of fraud

Mrs Despina Papadopoulou, wife of the former dictator, Mr George Papadopoulos, was remanded in custody yesterday accused of defrauding the state. A former confidential Government typist she was accused of continuing to receive her salary after abandoning her work to marry Mr Papadopoulos. Page 17

Arab terrorists kill Muslim in error

Two Al Fatah gunmen looking for Israeli hostages in a house near the Lebanese border killed a man and wounded his wife before finding out from the couple's 10-year-old daughter that the family were Circassian Muslims. They told the child they were sorry and surrendered to Israeli soldiers. Page 6

Early Smithfield start

Judging of about 100 cattle at the Royal Smithfield Show began yesterday, a day earlier, because of pressure on slaughterhouse space brought about by farmers rushing to sell their stock. Page 4

Nationalization Bill

In an endeavour to limit parliamentary opposition to nationalization measures the Government is expected to table a single Bill early next year, embracing aircraft, shipbuilding, and marine engineering. But Mr Benn plans to publish a new Industry Bill before the Christmas recess, incorporating provisions for the National Enterprise Board. Page 17

Press Council: Somerset County Council complaint upheld over newspaper's publication of 'mischievous and misleading' report.

Bonn: Senior official of the Christian Democratic Party escapes after an attack on him by gunman. 5
Tokyo: Japanese Government crisis deepens after deadlock over who should become new Prime Minister. 6

Overseas selling prices

Republic of Ireland: Dublin, 17 Dec 200
Denmark: Copenhagen, 17 Dec 200
France: Paris, 17 Dec 200
Germany: Bonn, 17 Dec 200
Italy: Rome, 17 Dec 200
Japan: Tokyo, 17 Dec 200
Netherlands: Amsterdam, 17 Dec 200
Portugal: Lisbon, 17 Dec 200
Spain: Madrid, 17 Dec 200
Sweden: Stockholm, 17 Dec 200
Switzerland: Zurich, 17 Dec 200
United Kingdom: London, 17 Dec 200
USA: New York, 17 Dec 200

A reflection of good taste
Blue Nun from Sichel
right through the meal.

Monday Book 8
Night Sky 11
TV & Radio 25
Theatres, etc 8
25 Years Ago 16
Universities 2
Weather 2
Wills 16

Home News 2-4
European News 5
Overseas News 6, 7
Agriculture 16
Appointments 16
Archaeology 6
Arts 8

Business 17-23
Court 16
Crossword 26
Daily 14
Engagements 16
Features 7, 14
Letters 15

Monday Book 8
Night Sky 11
TV & Radio 25
Theatres, etc 8
25 Years Ago 16
Universities 2
Weather 2
Wills 16

Sport 9-11
Business Features
Stephenson examines the cost of not building a Channel Tunnel
Business Management: W. F. Younger calls for a more human approach to industrial relations
Maurice Corina writes on a new company and its new cigarette.

HOME NEWS

Terrorist net closes but many sought have fled the country

By Tim Jones
As police yesterday investigated the London bomb outrage on Saturday it became clear that many men and women who would fall within the new anti-terrorist laws have fled the country.

Pupils lured into IRA, minister complains

From Robert Fisk
Belfast
Mr Patrick Cooney, the Irish Minister for Justice, has warned parents in the republic that their teenage children are in danger of being lured into the IRA.

Big arms find by Ulster troops in Newry search

Security patrols discovered 113 sticks of explosives, three rifles and more than 80 rounds of ammunition in the Newry area of Co Down yesterday.

Mr Carroll O'Daly, new President of the Irish Republic

Mr Carroll O'Daly, new President of the Irish Republic, is shown in a photograph. He was speaking in west Mayo on a theme which other Irish ministers have been expounding for several months.



Mr Carroll O'Daly, new President of the Irish Republic.

NUS fear of police 'spies' at debate

From Tim Devlin
Education Correspondent
Margate
The National Union of Students yesterday expressed fears that members of the Special Branch will attend today's debate by the union on the IRA's bombing campaign.

Defence cuts unlikely to satisfy Labour left

By George Clark
Political Correspondent
Labour left-wingers, who are continuing to press for a defence spending of at least £1,000m a year, are unlikely to be satisfied when Mr Mason, Secretary of State for Defence, announces the result of the Government's defence review in the Commons tomorrow.

YOUR CHRISTMAS TELEPHONE

International calls Dial direct if you can't book early if you can't.

Subscribers with International Subscriber Dialling (ISD) facilities can now dial direct to many telephones in the following countries: Andorra, Australia, Belgium, Canada, Denmark, France, Greece, Hong Kong, Israel, Italy, Liechtenstein, Luxembourg, Monaco, New Zealand, Norway, San Marino, Singapore, South Africa, Spain, Sweden, Switzerland, The Netherlands, USA, West Germany.

Authors in march against library closure

Authors and artists led nearly 300 people in a march through Lewes on Saturday in protest at an East Sussex County Council decision to close one of its two libraries in the county town.

Possible site for British Library

A district of London near King's Cross is to be investigated as a home for the planned British Library.

BMA cuts costs

The British Medical Association is making a major effort to save £100,000 in its running costs, but wherever possible they will be only where alternative services are available.

Power cuts feared

Britain's coal stocks could be affected by any adverse factor and bring widespread power cuts this winter, Mr Patrick Jenkin, shadow Secretary for Energy, said on Saturday at Woolacombe, Devon.

Young Liberal rebuke

South-east England Young Liberals at their annual meeting at Worthing yesterday condemned the Liberal Party for lack of action over its "status of women" campaign.

Road deaths

A woman was killed and a man was seriously injured when their car hit the parapet of a bridge at an M4 interchange near Winnersh, Berkshire, yesterday. Another woman died in a collision on the A41, near Hemel Hempstead, Hertfordshire.

Andrew Vallance-Owen, president of the university's Guild of Students, is likely to point out that in 1972 the NUS supported resistance to the Army and police and acts of 'self-defence' committed by the union to abolish all forms of discrimination against women in higher education.

Post Office claim is second in year

By Alan Hamilton
Labour Staff
Union leaders of 200,000 Post Office workers have lodged a claim for their second major pay increase within 12 months.

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Deep freeze sheep

Sheep rearing in Scotland is increasing, with Argyllshire, apparently, worst affected. National Farmers' Union executives, who are asking chief constables for more protection, blame increasing purchases of deep freezers.

Bakers' pay claim threatens bread supply

Hundreds of bakery workers are expected to stay at today in defiance of union's recommendation to hand overtime and Sunday work in support of a pay claim. Mr Stanley Gretton, secretary of the Bakers' Union, said last night that 50 major districts might be affected.

NUM poll inquiry

Officials of the Union of Mineworkers are beginning an inquiry into irregularities in last year's ballot on the Coal Board's production proposals.

Weather forecast and recordings

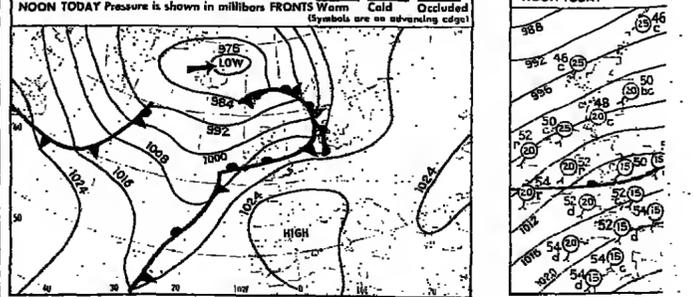


Table with weather forecasts for various regions including SE England, E Midlands, N.E. England, Wales, Channel Islands, W. Wales, W. Midlands, N. Wales, NW England, Lake District, Isle of Man, and Scotland.

Advertisement for Post Office Telecommunications featuring a telephone dial and the slogan 'Remember it pays to dial direct where you can'.

HOME NEWS

Early start for Royal Smithfield Show

By Our Agricultural Correspondent
Livestock producers' troubles began to affect the Royal Smithfield Show yesterday as the organizers said that they hoped the exhibition would herald a turning point in the fortunes of the industry.

Judging of about 100 cattle began yesterday afternoon, before the show was opened to the public, because of pressure on slaughterhouse space. Farriers are rushing to sell stock because of high costs of winter feed and low auction prices. It is believed to be the first time cattle have been judged on Sunday since the show began in 1799.

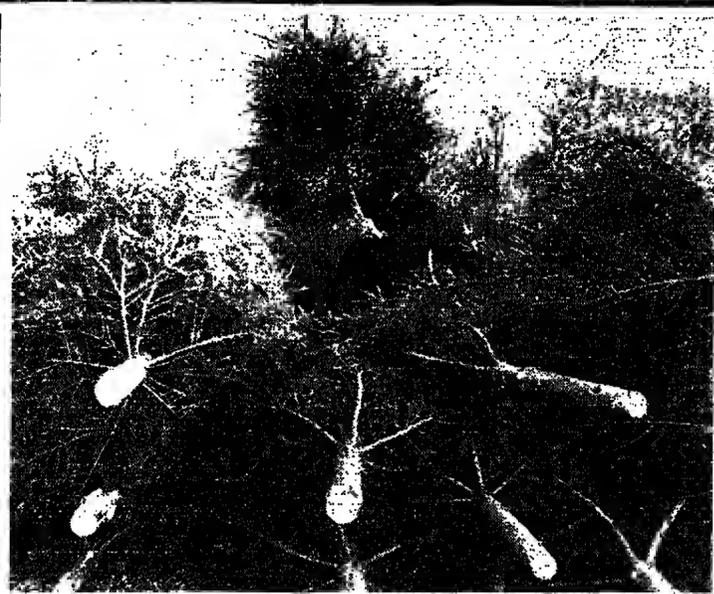
More than 500 pigs will be slaughtered immediately after show in response to an appeal from the Ministry of Agriculture to slaughter all pigs entered because of the prevalence of swine vesicular disease. The Ministry said yesterday that nine outbreaks had been confirmed in the past week, ranging from North Wales and the Midlands on Thursday to west London and Devon on Saturday. More than 1,000 animals were slaughtered.

Mr John Ryan, chairman of the Royal Smithfield Club Council, said yesterday that entries of livestock and carcasses had risen slightly since last year to a new record of 1,713. The livestock entry of 1,297 animals was two head higher than last year. There were fewer cattle, more sheep and about the same number of pigs. The organizers were delighted that the total pig entry had not been cut when competitors learnt that their animals would have to be slaughtered. Mr Ryan said, "This is an emergency situation and we hope we shall not do it in future."

Conference call: Mr Francis Pym, shadow Minister of Agriculture, called on the Government yesterday to convene a conference of all those interested in agriculture and sent his acceptance to the Government. A long-term plan was essential to meet the threat of food shortage, he said. It is a question of matching the demand for supplies to total world demand. Agriculture, page 16

Vote against women

Peterborough diocesan synod has voted by 75-59 against the ordination of women into the priesthood. The Bishop of Peterborough, the Right Rev Douglas Feaver, voted against.



Grading Christmas trees at Paddockhurst Estate, Turner's Hill, Sussex.

Cornish fishermen want curb on Russian fleets

By Trevor Fishlock
Cornish fishermen are demanding action to curb huge Russian trawler fleets which, they say, threaten the existence of the Cornish fishing industry. They are worried at the emergence of groups of up to 100 trawlers with attendant factory ships, which sweep through the fishing grounds just outside the 12-mile limit. One such group has been working the coast in the past few weeks. "They are like vacuum cleaners", a fisherman said. "If they are not stopped, Cornish waters will be fished out in a few years."

Protest at EEC food rule

Housewives will be fobbed off with short-weight food without redress under an "outrageous" European Economic Community proposal which slipped through the House of Commons almost unnoticed last week, an MP alleged yesterday. Mr Richard Body, Conservative member for Ealing with Boston, said the proposal would exempt manufacturers from stating the minimum weight of their packages' contents. Instead they would be allowed to state only an average weight. "This strips the housewife overnight of all the protection we have built up over the years for shoppers", he said. Mr Body plans to lead a deputation to Mrs Williams, Secretary of State for Prices and Consumer Protection, to protest.

Independence of local councils 'could be at risk'

By Our Local Government Correspondent
Local government could lose its independence if it is deprived of the right to raise its own revenue through the rates, Professor J. A. G. Griffith, Professor of Public Law at the London School of Economics, says in a pamphlet published today. Published at a time when the Government has just announced its biggest rate support grant to local government and increased its share from 60.5 per cent to 66.5 per cent of local government expenditure, the pamphlet provides a serious warning to local government that its powers and independence could be at risk. Professor Griffith argues that central and local government need each other. The existence of those two groups of public bodies, each having statutory powers, resulted inevitably in both cooperation and conflict. Local Authorities and Central Control by J. A. G. Griffith (Barry Rose, 7dpl.)

Heifer airlift

A Royal Marines helicopter rescued a heifer which was stranded on a rock at the foot of a cliff at Rame, Cornwall, yesterday.

LABOUR PARTY CONFERENCE

Herr Schmidt wins ovation after reproving delegates over EEC

By David Wood, Political Editor
Far from provoking a hostile demonstration by any backward-looking delegates, Herr Helmut Schmidt, the West German Chancellor, earned himself the tribute of a friendly ovation when he brought the Labour Party's special conference in London to a close on Saturday with a clear invitation to the British Labour movement to keep the United Kingdom soldering on inside the EEC. His urbanity and command of graceful English combined to take all the sting and all the bristles out of his delicate reproach to delegates who only 24 hours before had carried a head-over-heels anti-European motion that would foreclose the outcome of the Government's renegotiations. "Eight. Nevertheless, it would have been a dull delegate who missed the Chancellor's points."

Herr Schmidt quoted Shakespeare to remind his audience that there is a tide in the affairs of men that most be taken at the flood—or else. He saw himself, he said, in the role of a man urging a Salutaris Army meeting the advantages of deviation to the going to interfere with the British decision. Then he risked the once threatened walkout of some members of the National Executive Committee: "I would not serve the interests and expectations of my own country if I suppressed the desire of your German comrades to have you share on our side within the Community that you are aware of your decision is coming. It will depend on the outcome of the renegotiation efforts made by Mr Wilson and Mr Callaghan and upon one or two other things."

He went on: "Your comrades on the Continent want you to be a part of the EEC. They do not want you to talk of solidarity." At that, some delegates applauded, and others still in courteous wonder or distrust. He was not "Your comrades believe it is in your interest as well as theirs... My party thinks the advantages of the EEC far outweigh the disadvantages and stresses and burdens. We feel it provides us with the necessary means of cooperation which we need to solve the present-day problems in the world's economic structure." Herr Schmidt did not drive home his point deeply enough to draw the attention of the delegates to the trade union leaders present, some of whom take the credit for helping in recreating the West German trade union movement after the war, when he implied that there was a difference of some importance in trade union philosophies. "In the view of my party", he said, "there is only one reason why the West German economy developed—the philosophy of the trade union movement. There were relatively few strikes in West Germany; the trade union movement there had learnt the lessons of the splits between trade unionists during the Weimar Republic and now had a strong influence, especially on legislation."

Moderates meet on group policy today

By Geoffrey Smith, Political Staff
A number of Labour moderates will be deciding today whether to form a group that would be a counterpart to the Tribune group of the old Parliament, said 50 of them came together under the chairmanship of Mr Cledw Hughes to discuss how they could best counteract what they saw the extensive influence of the left wing. At that meeting an informal committee or steering group was formed to consider the next steps. It is that committee which will be meeting today, although longer under the chairmanship of Mr Hughes, who has been elected chairman of the parliament party. They will have five main issues to determine. The first is whether they should go public. The second point concerns the declaration of aims. This will inevitably be framed along general lines, and will not include anything that could inhibit an informal group from joining. The group is a general one, a collection of people who are not necessarily particularly pleased that Mr Urwin, an anti-Europeanist, was one of Mr Hughes's challengers for the chairmanship of the parliament party, has asked to join. The third question to be decided is how many supporters should be invited to the next meeting; fourth, how they should operate (perhaps by weekly meetings); fifth who should lead the group. They want a collective leadership so that no one man should be outside world only by one man. They are likely to have a president, a chairman, two vice-chairmen and a secretary.

The names being mentioned include Mr Michael Stewart, the former Foreign Secretary; Mr Frederick Whiteley, for chairman; Mr Willey, for secretary; Mr Dickson Mahon, who is being acting as executive chairman; or possibly Mr James Wellbore and for a vice-chairman, Mr Urwin.

He had just returned from a visit to Mr Brennan, during which he got the impression that the Soviet leaders were seriously interested in the continuation of détente. They represented a very positive attitude towards the alliance. "We ought to be careful in order to maintain the balance of power." Herr Schmidt said he had come to admire the deep-seated attitude and pragmatic ability of British leaders to solve complicated problems. That had proved itself true again within the Commission and the Council of the European Community. "Already the beneficial influence of your attitude in handling affairs has made itself benevolently felt," he added.

Delegates urge release of jailed pickets

By Our Parliamentary Staff
Mr Rees, Secretary of State for Northern Ireland, firmly rejected calls at the conference for an end to Internment. He said: "I am not going to put the lives of civilians or British troops at risk for a political whim. I have to face realities." He wanted a planned withdrawal of British troops and their replacement by police. "But I tell conference plainly, and I do not think I have ever used words so carefully as now, that a premature withdrawal would lead to civil war. I would not like to be responsible for the lives of the Catholic population in Belfast if that happened."

He successfully recommended acceptance of a motion by the Trades Union Congress calling on the Home Secretary to act immediately to release the two men. On Mr Rees' advice the conference rejected a motion by Birmingham, Handsworth, for the repeal of all laws "used against trade unions" moving the successful motion, said the building industry experienced a prolonged and bitter industrial dispute in 1972 when some trade unions were charged with various offences. Most received suspended sentences and fines, but six received savage prison terms, and appeals were rejected. "The main issue is the use of the criminal law in industrial relations situations," he said.

Mr Rees rejects calls to free internees

He said: "We have a responsibility in Northern Ireland. There is no other government in the South does not want it. We move forward towards fresh elections in Northern Ireland, structured to allow full discussion of the economic and social problems." More and more people were going to the courts, and it was the aim to end detention. But there were people who made it clear that when they were released they would go back to bombing and killing. Mrs Shirley Williams, Secretary of State for Prices and Consumer Protection, gave a warning that if troops were withdrawn now the consequences might be civil war. She did not think it would end there. "It is an illusion to suppose that all the other countries of the world would stand aside if they thought their own coreligionists were being massacred." "To absolve ourselves from responsibility might make us responsible for a more major war than anything we have yet seen. As soon as a political solution can be found the Government will be the first to urge the withdrawal of the Army. We do not want our young men being sent up and down the streets of Belfast being shot by both sides."

Mr Mikardo finds a path through defence minefield

Cuts in military spending of at least £1,000m a year, were demanded in a resolution which Mr Ian Mikardo, MP for Poplar, eloquently and tactfully persuaded the conference to remit to the national executive committee of the party. But simply, he wanted it remitted as it was in conflict with the party manifesto put before the electorate recently. Mr Mikardo told delegates that whenever there appeared to them to be a departure or threatened departure from the manifesto they would watch and guard the manifesto and, if need be, fight the Government on it; but the NEC would have no moral authority to defend the manifesto if they had condoned at any significant departure from it. "This resolution, worthy as it is, is a significant departure from the manifesto."

The resolution called for the closure of all nuclear bases, both British and American, located in Britain or British waters; and an end to British defence policies based on the use or threatened use of nuclear weapons. The mover of the motion, Mr Ron Huzard, of Orpington, was clearly unhappy with the forthright request to remit the resolution but, after hesitating, agreed. So the resolution goes to the NEC where, as Mr Mikardo said, it would be studied by the international committee, with the outcome of the defence review to be published next week. (Mr Mikardo, Secretary of State for Defence, who was listening to the debate, will be making a statement in the Commons tomorrow.) Mr Mikardo said there was no conceivable reason why Britain should spend on arms a higher percentage of national product than other European members of Nato. It was a most open secret that there was an argument in the NEC about whether they should have put into the manifesto the figure of £1,000m cuts in arms expenditure. Such a cut would involve loss of jobs. But the reasons why they needed a properly planned and vigorous defence was to make sure that cuts in defence spending resulted not in loss of jobs but in changes of occupation from making instruments of destruction to making instruments of construction.

Clay Cross rent rebels get small comfort

At least 200 councillors in 20 local authorities faced troubles like those at Clay Cross, Mrs Jeger, said. She successfully urged the rejection of a motion condemning the Government's actions over fines imposed on the Clay Cross councillors. "It would be unfair", she said, "to concern ourselves with only one local authority when so many more of our comrades are involved." Supporters of the motion forced a card vote and it was rejected by 4,378,000 to 1,173,000. Mrs Jeger, MP for Camden, Holborn and Pancras, South, speaking for the national executive committee, said legislation had not been drafted on the question of Clay Cross. They must also show respect for the council and councillors who with heavy hearts had had to carry out the provisions of the Housing Finance Act.

Pledge to fight for human rights in Chile

Socialists and workers and their families in Chile did not stand alone in their fight against the Minister for Overseas Development and a member of the NEC, told the conference. Their struggle was Britain's struggle and the Government was committed to do everything in its power to restore human rights and democracy to Chile. Mrs Hart was replying to a motion from Holborn and St Pancras, South, saying that the conference was appalled that the Chilean Government had been given until 1983 to repay £24m of its £125m debt to the British Government. The motion, which was carried unanimously, pressed the Government to revoke the decision and oppose any further suspension of the remaining debt until full civil and political rights were restored.

Retiring soon?

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Solving the financial problems that face people of retiring age is something of a speciality at Barclays Bank. Naturally, we have a wide range of services designed to meet their financial needs, from the Current Account to the unique Money Doctor Service. But more than these, more even than all the financial experience that goes with them, we have discovered and studied many matters of concern other than those to do with money: health, where to live, what we might call the domestic adjustment, etc. In this we have sought the advice of a range of experts and what they have told us has been invaluable. So good, in fact, that we have decided to set it out in a book called "A Lively Retirement."

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Advertisement for Barclays' "A Lively Retirement" book. The ad features a photograph of a woman and a dog, and the Barclays logo. The text describes the book's content, which covers financial and domestic issues for retirees. A small sign at the bottom right says "كندا من الأصل" (Canada from the original).

Come and see the most beautiful way to invest your money

Advertisement for West End Carpet Co. Ltd. The ad promotes a collection of Persian rugs and silk carpets. It highlights the quality, design, and color of the items, and mentions that the collection includes pieces from the Qum area. The ad also provides contact information for the company, including their address at West End House, 30 Maddox Street, London W1R 9LD, and their telephone number, 629 4646/7.

WEST EUROPE

Need for cooperation emphasized at Schmidt-Wilson talks

By Dan van der Vat

Herr Helmut Schmidt, the West German Chancellor, and Mr. Wilson today emerged obviously well satisfied with the results of their intense discussions at Chequers yesterday and this morning.

Mr. Wilson described the encounter as a "very good meeting and very productive" when he spoke at a press conference at Northolt airport just before Herr Schmidt flew to Brussels and talks with the Belgians.

The Chancellor said he wanted to emphasize that the discussions had been "open, frank and thereby fruitful". He talks and the relaxed atmosphere in which they had met had made a "very fruitful contribution to mutual understanding".

The main topics discussed included the British reorganisation of European Community membership terms, European energy, the recycling of revenues accumulated by oil producers, unemployment, inflation and the European Community summit due in Paris next week.

The two leaders met alone for an hour before yesterday morning before calling in their advisers. A working dinner at Chequers last night was followed by more talks which went on until nearly 1 a.m.

Among British ministers present were Mr. Callaghan, the Foreign Secretary, Mr. Healey, the Chancellor of the Exchequer, and Herr Schmidt's closest friend among British politicians, Mr. Lever, the Chancellor of the Duchy of Lancaster, and Mr. Mason, the Defence Secretary.

The two leaders said today that they had agreed on the crucial importance of harmonising national economic policies. This meant a conscious differentiation of policy, depending on the problems of each nation were, but with a common underlying the various measures taken by various national governments.

Herr Schmidt repeated his well-known concern about the inflation and unemployment and the threatened world-wide recession caused mainly by oil price increases. He said that the talks had brought the West Germans and the British much closer on such things as recycling than they had ever been before. Both sides saw the need for cooperation at all levels; with each other, with other European countries, with the United States and Japan and between oil producers and oil consumers.

Mr. Wilson said that there had been no negotiation as

كندا من الأصل



Names of the past: Herr Manfred Rommel, son of the Field Marshal, votes in the election for mayor of Stuttgart, which he won with 58.9 per cent of the vote; in Bonn Herr Wolf Rüdiger Hess demands freedom for his father.

Bonn party official escapes shooting

Frankfurt, West Germany, Dec 1.—Federal security police today took charge of investigations into the attempted shooting of a millionaire opposition politician after a claim that supporters of the Baader-Meinhof urban guerrilla group were responsible.

Herr Walther Leisler Kiep, aged 48, treasurer of the opposition Christian Democrat Party, escaped unharmed in the sauna of his home at Krobberg near Bonn when a gunman fired three shots at close range through the door last night.

Police said they were taking "very seriously" an anonymous telephone call this morning to a news agency office here, when a man's voice claimed: "We take responsibility, the RAF."

The initials stand for "Red Army Faction" the name adopted by the Baader-Meinhof group during its heyday more than two years ago. It has been held responsible for bomb attacks in which four people died and for a string of other violent crimes.—Reuter.

European Parliament plans are changed

By George Clark
Political Correspondent

Proposals for direct elections to the European Parliament have been drastically changed as a result of discussions in the Parliament's political affairs committee, and they will not come up for debate and decision by the European MPs until January.

Many MPs who have been pressing for an early recommendation to the Council of Ministers, with a view to holding the first direct election in May, 1980, are deeply disappointed over the delay. They expected a full debate next week at the Luxembourg session of the Parliament. They fear that the proposals may be the subject of further argument at the European summit conference in Paris.

The present European Parliament has 198 members, who are delegates from the national parliaments. In the plan for direct elections, put forward by Mr. Scheilto Patijio, a Dutch Socialist, there were to be 355 members.

A Parliament of 355 gave a membership of: Belgium, 23; Denmark, 17; France, 68; Germany, 71; Ireland, 13; Italy, 66; Luxembourg, 6; Netherlands, 27; and the United Kingdom, 67.

Under the revised plan for a Parliament of 550, membership would be: Luxembourg, 6; Ireland 10; Denmark, 14; Belgium 24; Netherlands, 31; France, 108; Italy, 113; United Kingdom, 116; Germany, 128.

Chances of a package deal at EEC summit

From Roger Berthoud
Brussels, Dec 1

Given a certain amount of optimism and good will, it is just possible to discern the outlines of a package deal on which the EEC's heads of government might agree when they meet in Paris on December 9 and 10. It will be one of the tasks of their foreign ministers, at a two-day meeting beginning in Brussels tomorrow, to make those outlines a little clearer.

Several important external affairs dossiers also require examination tomorrow, and there will be a formal ministerial reactivation of the EEC's association agreement with Greece, with two Greek ministers attending.

If all goes well at the summit—a big "if"—the French will get some progress towards direct election to the European Parliament (despite British and Danish reservations), an undertaking on greater use of majority voting in the Council of Ministers, a formula promoting future meetings of heads of government, and agreement on closer monetary cooperation.

The Germans will get solemn promises at the least on more national discipline and Community consultation in the fight against inflation, in exchange for some relaxation by those with balance of payments surpluses (mainly the Germans themselves and the Dutch). They should also get modest progress towards a Community energy policy.

The Irish and Italians would at least get their regional food,

with much of its initial proceeds flowing to them. The Dutch might get some understanding on the observance of community rules on state aid to development regions which distort competition. They would welcome the institutional improvement, as would Belgium and Luxembourg.

The British, if Mr. Wilson plays his hand skilfully, could get recognition of the need for a mechanism to prevent any member state with a below average gross domestic product from paying a disproportionate share of the EEC's budget—a prime aim of renegotiation, which features again on Tuesday's agenda. They could, along with several partners, be heartened by a closer focusing on unemployment as a scourge equal in inflation.

One of the main problems of the foreign ministers and their two working groups of senior officials has been to strike a balance between the over-preparation of the 1972 Paris summit and the under-preparation of last December's Copenhagen event.

The preparatory document for the summit on the "concrete" question of inflation, unemployment and social policy, regional policy, monetary cooperation and energy has now expanded to 31 pages. This reinforces the point made by Mr. Hattersley, Minister of State, Foreign and Commonwealth Office, at last Monday's meeting: a shorter covering note is needed to focus the minds of the heads of government without tying their hands.

French postal strikers admit defeat

From Our Own Correspondent
Paris, Dec 1

The French postal strike which began on October 18 is over. The sorting offices in the Paris region, where it began, will be operating normally. The strike petered out gradually last week as one by one the sorting offices in Paris and the provinces voted to return to work. The strikers were unable to get any further concessions from the Government but those agreed three weeks ago.

Demonstrators occupy church in Bilbao

From Our Correspondent
Madrid, Dec 1

More than 500 people, mostly slaves of political prisoners, occupied a Bilbao church last night and spent all day today here to call attention to their demand for a full amnesty for all political prisoners. They interrupted Sunday masses by singing the forbidden Basque anthem.

Meanwhile, a hunger strike by about 140 political prisoners continued all over Spain in a demand for an amnesty. Most of the hunger strikers are Basques and six of them are priests.

The Spanish hierarchy this week asked the Government for "clemency for prisoners."

A statement issued by the bishops yesterday at the end of the twenty-first Spanish episcopal conference also recommended recognition of human rights. But its language was softer than that of previous church communications, suggesting that the struggle between church and state is now less pronounced than it was only a month ago, when Señor

Rome deputies may face corruption count

Rome, Dec 1.—Italian magistrates are seeking the removal of parliamentary immunity so that they can bring possible corruption charges against two deputies.

The men are Signor Salvatore Lima, under-secretary at the Budget and Planning Ministry, and Signor Egidio Carena, at the Industry Ministry.

Since May 1972 the Ministry of Justice has forwarded 205 requests by the magistrature that deputies be allowed to face charges.

New rules set for Italian broadcasting network

From Our Correspondent
Rome, Dec 1

The Italian Cabinet agreed to a new structure for the state radio and television network (RAI) only minutes before the network's old constitution ran out last night.

The stormy debate which preceded the decree is being interpreted as an early indication of the firmness of the policy of the Government—a coalition of Christian Democrats and Republicans with external support from Socialists and Social Democrats.

RAI has been accused of partiality, of being under the influence of the Christian Democrats and of bad presentation. Four months ago the Supreme Court ruled that RAI's monopoly on broadcasting was unconstitutional.

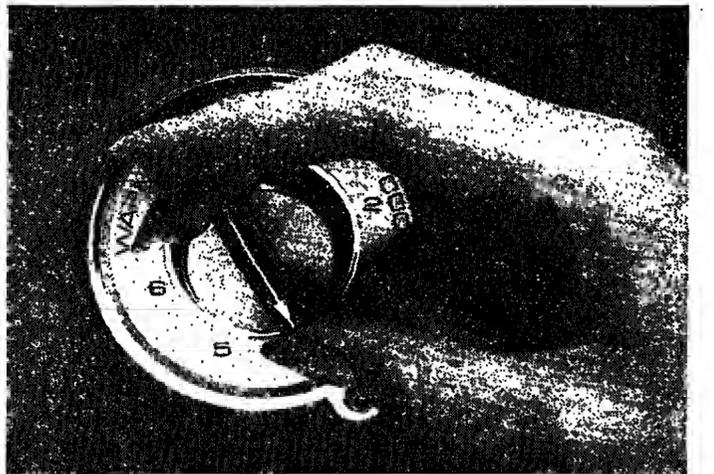
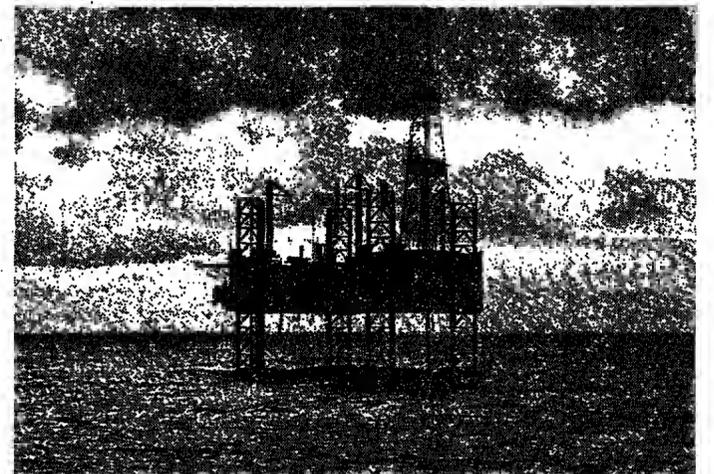
Although the decree comes into force immediately it is likely to undergo modifications by Parliament before it is ratified.

Day to day control over the network will be exercised by an administrative council of 15 members, 10 of them appointed by Parliament and five by the shareholders. A Parliamentary commission and a national committee will have a supervisory role and lay down general policy guidelines.

The two television channels and three radio channels will have competing news services which have to be independent and objective.

In response to the Supreme Court's ruling, the decree allows cable television and relay stations to transmit foreign broadcasts but unofficial pirate stations remain banned.

BRITAIN MUST SAVE ENERGY



HERE'S HOW GAS HELPS

Britain is wasting energy. This is costing a huge amount in foreign exchange, in terms of oil imports alone. But, of course, any waste of energy in the light of the world energy crisis should be avoided.

In this situation Britain is fortunate in already having a lot of indigenous natural gas – and more to come. This is making a very important contribution to Britain's energy pattern in many ways.

1. By pushing ahead its development programme British Gas expects to be supplying at least 30 per cent of the nation's useful heat this winter.
2. By providing energy in the form of a pure, highly efficient and easily controllable fuel, which can be supplied direct to the customer with virtually no waste. (And no harm to the environment.)
3. By saving hundreds of millions of pounds a year on our balance of payments. And making us less dependent on oil.

HERE'S HOW YOU CAN HELP

By using less gas in your home, factory, shop, offices or wherever you work there are nearly three and a half million households with gas central heating; there are factories, offices, shops, hospitals, schools and many other workplaces all making good use of gas. So remember, if all gas users work together it can mean important savings, making more gas available for other purposes. AND SAVING YOU MONEY!

Let's start with some practical ways of saving gas in the home, by making full use of the controllability of gas:

1. Set your central heating time clock to provide heat only when you need it.
2. Turn your central heating down a degree or two by adjusting the thermostats. It is normal to keep halls and bedrooms at a lower temperature than living rooms. Use radiator controls to make sure that they are. And if you use gas fires, turn them down whenever possible.
3. Insulation is well worthwhile. Make sure that your roof space has at least two inches of insulating material and that your hot water tank has a heat-saving jacket.
4. See that your gas equipment is properly maintained and serviced.

These are just some of the ways in which gas – and you, can help with some of Britain's energy problems. Please use natural gas carefully – it's much too good to waste.

NATURAL GAS-TOO GOOD TO WASTE



OVERSEAS

Palestinian terrorists surrender to Israel soldiers after killing Muslim by mistake

From Moshe Brilliano Tel Aviv, Dec 1 Two Fatah gunmen hunting for Israel hostages to barter for imprisoned Arabs slipped off last night. They seized the home of a Circassian Muslim family, killed the father and wounded the mother. After they had realized their blunder they surrendered to Israel soldiers.

their region from the Turks. In contrast to Israel Arabs, the Circassian community has insisted that its young men be conscripted for service in the Israel defence forces, just like Jews. Some have been killed fighting Arabs. A relative of last night's victim was killed in April in an encounter with terrorists in Kiryat Shemona. The dead man's 10-year-old daughter, Jeanette, said the gunman knocked at the door last night and spoke Hebrew. Her father opened the door and was killed by a burst of automatic fire. Her mother was also shot when she ran to his aid. One of the gunmen was accidentally injured in the hand, apparently by a ricochet. The terrorists addressed Jeanette in Hebrew and she did not understand them. They asked if she was Jewish or Arab. Told the family was Circassian, they said they were sorry. Jeanette's seven-year-old brother left the house and ran to an uncle's house calling for help. It was unclear whether he escaped or was sent by the terrorists. The gunmen told Jeanette they would not harm

her or her four-year-old brother who remained at home. One gunman suggested they head back to the border but the wounded man said he was out in a condition to make it and proposed his companion go alone. A few minutes later the house was surrounded by villagers, some of them armed. Guns had been issued to the village for protection after the recent wave of terror in Upper-Galilee. The terrorists called through the window to the men outside that they would not give themselves up to the angry crowd but would surrender to an Israel officer. Jeanette was then posted at the widow and she relayed messages back and forth until Israel soldiers arrived half an hour later. Mrs Azbek was taken to hospital in Safed where she was said to be out of danger after surgery. She is pregnant. At the victim's funeral in Rihaniya this afternoon, Mr Peres, the Defence Minister, promised the villagers more weapons for their protection, a security fence around the village and the illumination of the perimeter. He said Israel would strike across the border



Some of the 700 British doctors who took part in a protest in front of the Soviet Embassy in London against the treatment of Dr Mikhail Shtern, whose trial opens in Vinnitsa in the Ukraine today. He may be charged with poisoning Soviet children.

Mrs Meir sees appeasement as main danger

By Our Diplomatic Correspondent Mrs Golda Meir, the former Israel Prime Minister, showed that she has lost none of her strength and emotional fire in public speaking when she addressed a Zionist Federation rally at the Albert Hall. "As far as Israel is concerned, everyone of us, our children and our grandchildren, everything we have, will be devoted to one thing—not to allow terrorism, barbarism and injustice to rule us out of our national rights. Every single Israel government had been prepared to compromise on territory, she said. But as Chamberlain's policy had demonstrated, "you don't buy peace and comfort in the world by sacrificing other nations".

Mr Bottomley sees Smith 'envoy'

By Our Political Correspondent Mr Arthur Bottomley, Labour MP for Middlesbrough, East, and a former Secretary of State for Commonwealth Affairs, said yesterday that his views on the Rhodesian situation had recently been sought by a Rhodesian, who said Mr Ian Smith, the Rhodesian Prime Minister, would be interested in his opinions. Mr Bottomley said he had known the intermediary for some years, and he thought the approach indicated that Mr Smith was under new pressures, because of the changed situation in southern Africa, to get a constitutional agreement. "I know from acquaintances in Africa that Mr Smith is now looking a very worried man", Mr Bottomley said. One of the new factors was that the South African Govern-

ment was now seeking to establish greater cooperation with black African states, and it seemed likely that South African support for Rhodesia was now lessening. Mr Bottomley said he had told the Rhodesian "emissary" that he was sympathetic toward Europeans born in Rhodesia who had made their lives there but only on the basis of equality with the rest of the population. "I said that Mr Smith should make some dynamic move in which he acknowledged the principle of equality and ultimately of majority rule", Mr Bottomley said. He advised that Mr Smith should make such a public pronouncement and then invite the leaders of all sections of society, including church leaders, and the leader of the African National Council, to discuss the future.

"I emphasized that it would be essential that the Rev Stole and Joshua Nkomo should be released and able to attend the discussions because they are representative of roughly the broad mass of the Africans in Rhodesia", Mr Bottomley said. He thought Mr Smith might be deterred from taking the initiative by the more extreme politicians around him. "I remember when I went there in 1965 with Lord Gardiner, then Lord Chancellor, to see if we could get an agreement with Mr Smith on the basis of the five principles, we got to the stage where I was quite optimistic. But when he got back amongst his reactionary friends, he went off the line." Mr Bottomley said the Rhodesian, resident in London, was now in Rhodesia and he had no doubt that he had reported to Mr Smith on their conversation.

Makarios talks set Cyprus strategy

From Mario Modiano Athens, Dec 1 Archbishop Makarios and I Karamanlis, the Greek Prime Minister, announced today that they had agreed on a common strategy on the Cyprus problem. This would be the basis for detailed and written instructions to Mr Glafk Clodides, the acting President of Cyprus, regarding negotiations. The announcement was made in a joint communique at the close of two-day talks. It was stated that Archbishop Makarios, who proposes to return to Cyprus on Friday, has already resumed his functions as head of state. Clodides was described in the communique only as president of the House of Representatives.

The communique said: "During the discussions which were carried out in an atmosphere of cordiality and a spirit of national solidarity, all aspects of the Cyprus problem as well as the perspectives of its solution, were reviewed. A common line was established as to how to confront the present. This agreed line shall be the basis for detailed written instructions to Glafkos Clodides to initiate negotiations on the subject of the Cyprus issue."

The agreed line remains: first, the three principals in talks—the Archbishop, Greek Government, and Clodides—agree that a form of federalism solution has been inevitable. President Makarios seems to be confident, at his recent visit with Dr King, that the United States Secretary of State, that Tur might be induced to accept a solution involving the creation of five self-governing Cypriot cantons in Cyprus. Mr Clodides did not sign the joint protocol but was establishing a common Athinian policy. 1.—The Cyp Government accused Turkey today of looking for a pretext to launch a new military operation.

Ankara, Dec 1.—The Turkish Government, faced with threatened cuts in United States military aid, proposed a budget presented today which would increase defence expenditure. It seeks parliamentary approval for total defence spending of about £800m during 1975 financial year, about 10 per cent more than in the current year. Defence allocations, which are expected to be approved by Parliament without changes, include about £64m for the Ministry of Defence for the geomarine, £98m for modernizing Army.—Reuter.

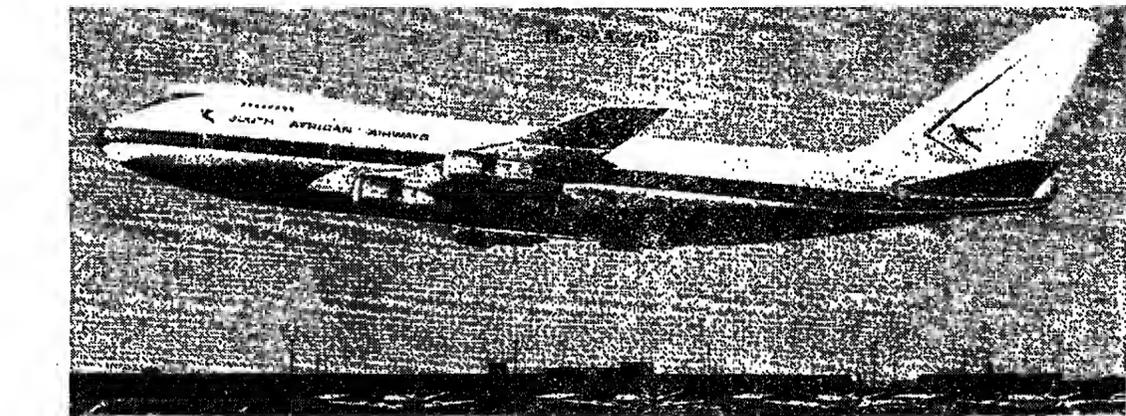
Tunisians not to hand over VC10 hijackers

Beirut, Dec 1.—President Bourguiba of Tunisia was quoted today as saying that his Government would not put on trial the four Palestinian terrorists who hijacked a British airliner to Tunis last month. Moreover, they would not be handed over to the Palestine Liberation Organization without their consent, the Tunisian head of state said in an interview with the Lebanese newspaper Al-Anwar. He added that if the terrorists expressed a wish to rejoin the PLO "then we would agree to handing them over".—Reuter.

PLO is to open Moscow office after Arafat visit

From Edmund Stevens, Moscow, Dec 1 Mr Yasser Arafat, the leader of the Palestine Liberation Organization, figuratively folded his tent and left Moscow for home yesterday. He had full reason to be satisfied with his visit here, having scored another triumph. During his five-day Moscow sojourn he received renewed assurances of support for the PLO demands for equal participation in the Geneva peace talks and the eventual establishment of an independent Palestinian state. Mr Arafat's previous

triumphs, at the October Arab summit meeting in Rabat and at the United Nations General Assembly last month were also successes for the new Middle East policy of the Soviet Union which, ever since the expulsion of Soviet specialists by President Sadat, has been increasingly oriented towards the Palestinians. I understand that within a week a PLO office will be opened in Moscow, with a staff of three headed by Mr Abdul Kasab Yehya, one of Mr Arafat's close lieutenants. It will have the virtual status of a diplomatic mission.



The Flying Hotel to Jo'burg.

There's a great way of flying to South Africa. Catch our Flying Hotel. It leaves every day of the week. On Mondays, it flies non-stop, the fastest way to Jo'burg. We equipped the inside of our Jumbos to give you the creature comforts of a first class hotel. We designed a special seat that looks, and feels, more like an armchair. And, as we haven't crammed them in, you'll find room to spare. We'll serve you dinner and breakfast from a wide menu, and we'll serve them from one of our eight kitchens. We'll serve you a selection of fine wines from our airborne wine cellar. We'll show you movies and play you stereo music (sorry, but within IATA

we have to make a small charge for this service). We have a Maitre d'Hotel and his staff to look after you. And you'll find no less than fifteen loos. A special no-smoking area. A special non-film area. It's the comfortable way to travel to South Africa. Ask your travel agent for the details and ask him about our Blue Diamond first class service and our personalised economy class Gold Medallion service, or contact South African Airways, 251, 9 Regent Street, London W1R 7AD. Phone 01-734 9841. Also at Waterloo Street, Birmingham 021-643 0324. Hope Street, Glasgow 041-221 2932. Peter Street, Manchester 061-834 4868. Comfort all the way.



London to South Africa everyday at 17:15



Japanese party deadlock on choice of Premier

From Peter Hazelhurst Tokyo, Dec 1 Japan lurched towards a political crisis today when the ruling Liberal Democratic Party, badly divided by factionalism, failed to elect a fifth consecutive day to select a new leader to replace the outgoing Prime Minister, Mr Kakuei Tanaka, who will step down when Parliament meets in 11 days' time. A series of protracted meetings today between members of the party hierarchy failed to break a stalemate between factions led by the two principal candidates. Mr Masayoshi Ohira, the Finance Minister, and Mr Takeo Fukuda, his predecessor. Leading Liberal Democrats suggested that the Prime Minister, who resigned as a result of a business scandal, should be asked to remain at the helm for the time being, but Mr Tanaka has rejected the idea. In another emergency measure the vice-president of the party, Mr Etsusaburo Shina, acting as a mediator, suggested today that under a compromise formula they should select Mr Takeo Miki, the former Deputy Prime Minister, as a stop-gap leader until the party holds its traditional convention next July. However, while the majority of faction leaders have tentatively accepted the compromise formula, critics in Tokyo tonight indicated that both Mr Ohira and Mr Tanaka will reject any plan to install Mr Miki who is their staunch opponent, in office. As stop-

gap Prime Minister, he would control party funds and machinery when the Liberal Democrats elect a new leader at the convention in July. Mr Miki, who is 67, resigned from the Cabinet as Deputy Prime Minister in July last year to challenge Mr Tanaka's leadership openly after the party suffered a setback in elections to the Upper House of Parliament. Since then, he has been associated with Mr Fukuda, who also resigned as Finance Minister last year to attack Mr Tanaka's authority. Essentially, the current impasse is founded on the differences over the method of selecting Mr Tanaka's successor. In the one camp, Mr Ohira, who is supported by members of Mr Tanaka's large and powerful faction, is apparently confident that he will emerge as Prime Minister if the ruling party chooses its new leader by ballot within the next 10 days. On the other hand, Mr Fukuda, who is 69, is adamant that the party hierarchy should select its new leader by consensus or consultations. It is understood that the business community, which supplies the ruling party with the greater part of its funds, is backing Mr Fukuda behind the scenes. As a result, the party is divided down the middle and Mr Shina's compromise plan apparently will not be put before the party today in a last minute attempt to avert an open split before the Diet is reconvened on December 12.

Archaeology report Glozel: The ghost walks again

The ghost of Glozel, the archaeological cause célèbre of the 1920s, is walking abroad again, resoundingly. The unexpected crutch of scientific dating by modern physics. An article published today in Antiquity challenges the long-held view that the artefacts of Glozel are modern forgeries, and suggests that they are genuine antiquities of the Roman period, and about 2,000 years old. The claim is certain to raise doubts about the reliability of the thermoluminescence dating method used. The site of Glozel, near Vichy, in southern France, was discovered in 1924 by a young farmer, Emile Fradin, who with a local doctor, Antoine Morlet, recovered a large number of objects, including more than 60 inscribed clay tablets and other fired clay articles, including "death masks" and "phallic symbols", stones with engravings of animals, similar to those in French palaeolithic art, and published axe fragments of neolithic type. Most judged the site to be neolithic from the last, and proposed a Glozelian culture which had writing and glassmaking, dating to 8,000 BC. A French origin for such attributes of civilization proved highly acceptable politically, and the ensuing controversy was correspondingly bitter. The antiquity of Glozel was accepted, although at dates ranging from nearly 4,000 BC down to the Roman period, by several distinguished French archaeologists, including Salomon Reinach and for a time Abbe Breuil, but in 1927 O. G. S. Crawford, a noted British field archaeologist and the editor of Antiquity, denounced it as a hoax, and the French scholar, A. Yoyoso de Pradenne, agreed with him. An international commission of archaeologists endorsed this view, noting the apparent intrusion of objects into their supposed archaeological contexts and the presence of fresh organic matter in some of the clay arte-

facts. In 1928, however, a second commission, organized by Reinach, concluded that the finds were authentic, although the prevailing view over the next 40 years has been that Glozel was indeed a hoax. Controversy has now been revived by the thermoluminescence dates obtained for more than 20 fired clay objects from Glozel by French, Danish and British scientists, including Dr Hugh McCook, of the National Museum of Antiquities of Scotland, in Edinburgh, Dr Vagn Mejdahl, of the Danish Atomic Energy Commission, and Drs Henri Francois and Guy Portal, of the French Centre D'Etudes Nucléaire, who had carried out parallel measurements at their three laboratories. The thermoluminescence method is based on the quantity of photons which accumulate in clay through the radioactive decay of minerals within the clay and in its environment. When clay is fired its internal core of photons is dissipated and accumulation begins anew. Measurement of this afterglow, allowing for environmental effects shows whether a long or short period has passed since the firing. With more precise controls so absolute date in years can be suggested. Measurement of the Glozel material showed thermoluminescence activity far greater than the supposed age of 50 years would allow, and the authors of the Antiquity article conclude that the objects examined, including inscribed tablets, are patently not modern forgeries. They estimate the absolute date of the pieces to fall between 700 BC and AD 100, and consider it "unlikely that the essential final date for Glozel could fall outside these limits", pointing out that parallel radiocarbon dating of collage and relative dating of bone samples are "in good accord with the thermoluminescence date range". The authors conclude that although the very early dates

Spacecraft will send Jupiter close-ups today

From Our Own Correspondent Washington, Dec 1 Pioneer 11, the second terrestrial visitor to Jupiter, will fly 26,613 miles from the planet's surface at 1.22 pm GMT on Monday. That is far closer than Pioneer 10, which passed it a year ago, and space officials here hope that their spacecraft will survive the high radiation from Jupiter. Pioneer 11 will spend about 30 minutes in the most intense part of the radiation belt, most of its instruments switched down, and the experts know immediately afterwards whether it will be able to complete the rest of its mission. What is certain is that close-up views of Jupiter's south pole and the Red Spot before the moment of closest approach.

Archaeology report

claimed for Glozel are not standard, nor are the charges forgery, and that an Iron Age Gallo-Roman date is most likely. The article also points out that the tablets and ancient Iberian script would make sense at that date, but the isolation of Glozel from sites with comparable artefacts is still curious. What is certain is that close-up views of Jupiter's south pole and the Red Spot before the moment of closest approach. By Norman Hammond Archaeology Correspondent Source: Antiquity (Dec, 1974; XLVII).

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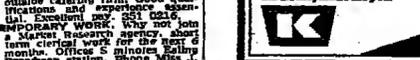


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First of a series on the past, present and future of East Asia

A civilization that turned its back on the West

Like the continental faults whose slow but restless shifting occasionally shatters the surface, East Asia ought to be seen as the separate, the very separate civilization that it is. But the fault is rarely defied, only the earthquakes accumulate.

Thus Pearl Harbour, December 7, 1941, was certainly an earthquake; so too most Americans was October 1, 1949, when Mao Tse-tung proudly proclaimed a new China. And it was the Americans, whose engagement with East Asia has been the closest and the most emotional, who felt the tremors of Korea to be another earthquake. They are even now still reeling from the shocks of Vietnam.

For the British, Asia was naturally enough the Asia of the empire:

"A fifth of it's pink and all the rest's grey And that's the meaning of Empire Day"

But the British view—though imperial Asia has vanished from the sights of a younger generation resting its revolutionary hopes on China as some of their fathers did on Russia. And looking for a definition of East Asia from the rest of the continent one might indeed start with the limits of empire and non-empire, but this might imply that the essential difference between one region and the other was

the outcome of empire and that would be a half-truth; moreover, the division by western rule would be at the cost—and what a cost it has been—of putting Vietnam on the wrong side of the dividing line. It would also exclude from the ex-colonial side countries such as Thailand or Nepal which belong culturally in south or south-east Asia and which look upon the West as a source of aid or a model for emulation in much the same way as the other countries do, seeing themselves as reflections to a western mirror, readily adopting western definitions such as "Asia", the "Third World", or "developing" countries. Their political ups and downs, their mutual relationships, their continuing hostilities all follow a comparable pattern.

East Asia is different. East Asia is unique not merely in Asia but anywhere else outside Christendom as being the only civilization conscious of itself as a civilization, as a totality, as a structure; a civilization which resisted western expansion in the era when that expansion changed the course of every other part of the world. The definition is quite precise. East Asia is the civilization of China and those other countries that look to China as the classical source: Japan, Korea and Vietnam; a cultural area that has effectively been separated for most

of its history from the world's other main centres of civilization and that has in consequence acquired a sense of its own superiority as well as its uniqueness. Not until the nineteenth century was this posture effectively challenged by the West.

The distinction between East Asia and the rest might seem now to be only an historical one. Moreover, having taken East Asia out of the meaningless label "Asia" there are many other sub-divisions that could be offered for the rest of the continent. But it is the attitude to the West of these two main divisions, of East Asia and all the rest of Asia, that is the point. East Asia rejected the West; the rest of Asia over a period of time accepted it. The tidal waters of the West crept up over south and south-east Asia over four centuries—Spanish and Portuguese religion, British and Dutch trade, French culture—all left their alluvium. For all these countries their post-war independence means going on from where they are, not going back to where they were before the West intruded. East Asia said no, holding the dykes as best it could or rescinding all but a few permits when it became apparent that the walls of their own civilization might really be breached. Today the East Asian walls still hold. The civilization is still a conscious fact in the lives of its inhabi-

tants even though the contact and knowledge existing between its constituent parts is still fragile.

When the Chinese talk about imperialism "cultural aggression" that is not mere communist jargon; it expresses a reality in their minds. The canker has got in. These intruders to be evicted. And what is obviously true of China is no less true of Japan, Korea and Vietnam. Their somewhat unlearned consciousness of a shared political inheritance has not been drained away by their different experiences of change. The reaction of all four countries to the western world remains as alive in their nineteenth century. Above all the questions raised about their civilization and its superiority, its preservation or its adulteration, its feelings about the world "outside" and its adjustment as a group of nation states to that outside world—all these have yet to be resolved. The answers were set going in the nineteenth century are not yet at rest.

If that is not enough reason for looking more closely at East Asia, the conjuncture of recent events may underline it. There is China, for example, which has long been an obligatory funder waiting for his days to end seeing his chief of staff of so many years smiling his greeting to disint-

ished visitors from a hospital bed: what kind of China after Mao and Chou is the question of the puzzled outsider. Or Japan, happy enough to leave the American postwar occupation behind after 1952 and to turn from war to a peaceful way of combating the West: by beating them at their own game of economic growth. But when economic growth itself comes into question? Besides, that doubt, what of China? A newly communist China was a problem that could be solved by hiding from it while the Americans were busy containing it. That has now changed. Japan finds the seventies a different world from that of the fifties and sixties. What does this new world portend and how should Japan face it? Another unanswered question. As for Korea and Vietnam the point hardly needs rubbing in. A war fought in Korea—and what did it achieve? What to be the fught of a divided or a united Korea? Does the western world any longer think that its decision is the one that will determine the outcome? And Vietnam? Do the same questions now return to the same answers? The war goes on and Vietnam will solve its own problems in the long run. By any standard of change in the world what next to East Asia seems a relevant question.

Richard Harris

The case for a bank to deal in food instead of money

Some 10 years ago *The Times* published an article by me propounding the idea of a World Food Bank. Today, when the problem of food supply and distribution, which was then menacing, has become calamitous, this idea seems the missing piece in the programme adopted by the world food conference in Rome. That programme included:

A world food council to co-ordinate the work of international agencies. An international fund for agricultural development. An international undertaking on world food security based on nationally held reserves, supported by an information service. A commitment to provide, on a three-year forward plan, commodities and financing for food aid, in a minimum of 10 million tons of cereals per annum plus certain other foods.

A world food bank would provide a rational structure for the third and fourth objectives and would hold the whole programme together.

The essence of the concept is that the World Food Bank would stockpile food in more than an ordinary bank stockpiles currency. Just as an ordinary bank has to be in a position to lay hands on enough cash to meet any likely call that may be made on it by its depositors, so the WFB would have to be in a position to lay hands on enough food to meet any probable call for it by its own creditors. This would be done by buying futures and holding liens on stocks held by or under the control of governments or international organs, such as the European Community.

Many transactions conducted with WFB credits, perhaps more than would be done directly between clients, involving a book transfer between one country's account and another's, rather than the actual furnishing of food by the bank, just as most of an ordinary bank's business is done by clearance of cheques rather than by paying out currency over the counter. Apart from its actual supply of food, it would operate, like other banks, on the basis of deposits and advances expressed in money, and would be able to invest any funds not held in claims on food such as those mentioned, to switch funds from one currency to another, and generally to operate like an international bank.

There would be a system of mandatory minimum deposits, bearing no interest, to be made by contributory governments. Beneficiary governments would be able to draw on the fund to meet their needs, up to maximum levels to be internationally agreed, as would be the scale of mandatory

'The problem has two prongs: an overall shortage of food and the inability of those who need it most to buy it'

deposits. The contributory countries would be those with food surpluses plus advanced countries with food deficits which were willing to participate in world food aid, among them, one would hope, being the United Kingdom. The beneficiary countries would be poorer countries with food deficits, either chronic or caused temporarily by natural disasters. They could use their credits at the bank, representing their potential advances, to buy food either from the bank itself or on the open market or by special deals with producer countries.

Besides its balance between deposits and advances, the bank would need a base of equity capital to supply its initial working funds and its reserve. It is suggested that this should be voluntarily subscribed by the contributory countries, with a limited call while the bank got under way, and remunerated by a dividend not exceeding a fixed maximum. The working expenses of the WFB would be met from its investment income, any net profit on food transactions, and if necessary a small levy on them. It would be free to accept deposits and make advances on a commercial basis over and above the mandatory system.

The board of the WFB, which would appoint its chief executive and principal officers, would comprise representatives of both contributory and beneficiary governments. It must not be seen as an instrument of the rich for dispensing their riches to the poor.

It is obvious that merely setting up a financial institution does nothing to increase the world supply of food. To that extent the WFB concept leaves the problem of feeding the ever-growing number of mouths unsolved. But the immediate problem of hunger, which rightly affects the world's conscience, has two prongs: an overall shortage of foodstuffs,

and the inability of those in need to buy it.

A world food bank is designed to help solve the latter part of the problem. Incidentally could contribute something towards solving the other part: to put under its wing the two points of the Rome programme initiated by the world conference. Its constitution would avoid the expense and confusion of a multiplicity of organizations operating related tasks in the same field.

The long-term effect also contribute towards solving the production problem. On the face of things, putting a national purchasing power fund at the disposal of countries which would otherwise possess it would pro tanto increase the overall demand thus put up the price for a body.

The world food supply demand complex is fragile not only by national or regional policies (subsidies, port duties, levies and price controls, guaranteed prices, stockpiling, etc.), but by special inter-governmental deals at negotiated prices. A key fact is that broadly speaking those countries which afford it get what their farmers want, at whatever price they have to pay, internally.

The WFB would enable a range of needy beneficiary countries to join the ranks of those which can afford to buy food, the bank itself sometimes the purchaser in their behalf; thus they would not be the last comers on a narrow sellers' market but would have the benefit of long-term contracts and mass buying. Effect must be drawn on production, partly through element of market stabilization which producers and market would rightly see in the present operations of the bank.

Alternatively, or simultaneously, the increased international demand, leading to higher prices, would to some economy of production in the richer countries which will be necessary and if they are not to feel pinch of shortages as world population swells.

It is foolish to think that starvation can be fed without sacrifice by the affluent. The task is to organize and raise that sacrifice and the humane distribution of power food which it implies.

H. V. Hodson

Counting the cost of the Vladivostok arms pact

Do the understandings reached at Vladivostok constitute Dr Henry Kissinger's much sought after "conceptual breakthrough" in strategic arms limitation? It is far too early to come to any hard and fast conclusions on the subject, for the simple reason that the provisions announced earlier this week are only meant to provide a framework for a possible SALT agreement in 1975.

But within the joint statement released at the summit is the outline of a future arms accord that is astonishingly broad in conception, controlling not only numbers of offensive missiles, but strategic bombers and multiple warhead deployment as well. However, even before the Administration released full details of the Vladivostok understandings, critics began to point to possible problems.

The new agreement will only cover the so-called "central strategic systems"—land and sea-based missiles and long-range bombers—and, according to Dr Kissinger, will not affect

the status of shorter-range systems based in Europe. In formulating new ceilings for offensive weapons, the agreement will incorporate "side-walk" portions of the existing five-year interim agreement. Thus, it seems unlikely that the new accord will significantly alter missile limits agreed on in 1972, which provided the Soviets with 2,353 launchers and gave the United States 1,710. It is as the aggregate scheme implies, bomber numbers are added to these totals, the Soviet total stands at 2,498, the United States at approximately 2,150.

The inclusion of bombers in an overall aggregate ceiling of 2,500 tends to erase the imbalance in missile launcher numbers contained in the interim agreement, a sore spot among critics of the accord. But in so doing, it has dashed the hopes of those who argued for overall reductions in launcher numbers.

While it appears to have left the numbers agreed to in 1972 intact, it is not clear whether other understandings worked out in the interim agreement will be included in the new

package. Dr Kissinger has indicated that the sub-total of 313 for Soviet "heavy" missiles will remain in force, but the question of which of the new class of large missiles under development in the Soviet Union will be included in this category remains unanswered.

The United States, in a unilateral statement attached to the 1972 agreement, also said that deployment of mobile missiles was "inconsistent" with the accord. The most controversial aspect of the Vladivostok package was the means devised for controlling the deployment of multiple warheads, or MIRVs. The total number of MIRVs is not contained, only the number of missiles on which they can be placed. Like the ceiling on delivery vehicles, an aggregate approach has been devised, which will allow either side to place MIRVs aboard any mix of land or sea-based missiles it chooses.

At present, the United States is placing MIRVs aboard both types of missiles and by 1977 will have deployed almost 1,200 such launchers. If press reports

are correct, and this number has been chosen as the MIRV ceiling, then the Soviet Union, which has only tested these devices, would be free to place MIRVs on a major portion of their large-payload, land-based missile force.

If the Soviet Union does exercise its MIRV option, it is arguable that she will possess a sufficient number of warheads to threaten United States land-based missile force within the decade. This, in itself, will certainly pose some difficult strategic questions for the United States. Under the new launcher ceilings, each side will apparently be able to mix its forces in whatever proportions it sees fit. Thus, the United States could face the problem of land-based missile vulnerability by phasing out these systems and building more ballistic missile submarines.

Another solution would be to amend the terms of the 1972 agreement to allow the construction of "hard site" ballistic missile defence installations to protect the larger number of vulnerable

missiles. Both these solutions would be expensive and the latter, especially, would be provocative.

In the shorter term, the Americans have problems of a different sort to work out. Already critics on both the right and the left appear dissatisfied with the agreement. The liberals complain that the high ceilings have provided a blank cheque for new arms programmes like the B-1 bomber and the Trident submarine.

Hardliners, on the other hand, point to the apparent payload advantage that the Soviet Union has secured. If, as some commentators argue, the Vladivostok understandings were designed to keep the detente process alive, it has likely come at the cost of an erasable debate and future strategic anxieties in the United States.

Richard Burt and Colin Gray

Mr Burt is a Research Associate and Mr Gray is an Assistant Director of the International Institute of Strategic Studies.

Perhaps the most surprising thing about Sekt is that Germany has managed to keep quiet about it for so long.

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Why pressure is growing for a five-yearly census

The census on Sunday will complete the series of decennial human stocktaking. In future the counting is to be every five years, reported *The Times* in 1931. The forecast was premature: there was no full census in 1936, nor for that matter in 1946, 1956 or 1966.

The putting of a "few simple questions", as the originator of the census saw the exercise, has remained a 10 year event. However, within the next few months the Government may decide to oame the day for 1976.

Pressure for the change has been growing for some years. There is nothing within the act on the census to prevent a quinquennial count—indeed it specifies that the census should not be held less than every five years. An example has been set by Canada, West Germany and France, while Australia and Ireland are like Britain considering the idea.

Since 1971 every local authority and almost all government departments have come

out in favour of changing to a five-year census. Earlier this month the Greater London Council decided the matter was urgent enough to approach Mrs Barbara Castle, Minister for Health and Social Security, direct.

The reason for the pressure from local and central government lies in the fact that census data has become an essential tool for the planner. A tool, which it is argued, must be constantly sharpened.

After the 1961 census local authorities found they had often taken decisions which were wrong when later set against the statistics. They reacted by asking for more material to be extracted from a 10 per cent count in 1966.

Councils were beginning to set up their own intelligence units and by 1971 the Office of Population Censuses and Surveys found a trend had become a deluge of demand.

The OPCS was asked to extract four times the information required from the 1961 census. One of the major rea-

sons for the delays in publishing the information has been that many requests were sent after the census. Computer processing schedules were changed and changed again as the orders, including the demands of two royal commissions arrived.

The census provides material which can be used for planning schools, roads, homes and transport. It can tell a local authority where there will be demand for a primary school in 10 years time or where more buses would speed commuters to work.

The planner feels that information should be as up to date as possible because the delays have speeded up its rate of change.

Apart from drawing up plans the census can aid financial decisions. At a time when money may be hard to get, it helps to have the best figures available to strengthen the case against other projects.

The arguments against the quinquennial census have yet to emerge since it has not

been discussed very fully since 1971. The National Council for Civil Liberties is unlikely to object to the accrual census but they will certainly lobby to alter aspects of it if it goes before Parliament.

They will attempt to make it voluntary and fight for tighter controls to ensure confidentiality. The range of questions will also be examined to see how far they intrude into privacy. The fact of the census will cause little problem but its nature could create as much as it did in 1971.

The OPCS is still recovering from that year which proved to be a trying time given the amount of criticism and the delays afterwards. It has worked to put its house in order with a new, large computer, and a request to customers for orders to advance.

At the same time a new, shorter type of questionnaire has been tested. In future, apart from basic questions, other sections will be varied so that one household might be asked about commuting and

another about educational qualifications.

But the OPCS is rather an army mobilized but marching. For two years it has been many promises decision but little else. Lords were told in June that the census would be taken the summer recess but it is not.

General elections and a string of crises have obliged the subject back to the list of priorities for Cabinet. In a period of governmental economy there may be doubts about spending £20m needed.

Advocates of the 1976 census feel that time is now running out and the Government have to make its decision. It takes 18 months to prepare the census because of a parliamentary work, requiring the 20 million on and recruiting a staff of 10,000. If the decision is left long will the census face problems if it goes ahead?

Stewart Tendler

The Times Diary

Laying it on for the tourists

In his focal report on Thailand, Michael Leapman discusses whether a picturesque and in some respects a beautiful country can build a tourist industry without destroying the very charm which attracted tourists in the first place.

Life on the water—on the rivers and shallow canals—is one of Thailand's most unusual and attractive features. Here are built on stilts at the edge of the water, and much commerce, is transacted in long, narrow boats.

The floating markets are a powerful tourist attraction. Most visitors go to the one on the outskirts of Bangkok, but, precisely because they do, it has lost part of its authenticity. Shops along the banks sell clothes, pottery and trinkets for visitors. Small children pester them to buy souvenirs and post cards.

I went to another market some 60 miles west of the capital. My guide said that a year ago this had been a genuine market with no concessions to tourists. But since the tour firms had started taking visitors there, this too had been sufficed the fate of the one at Bangkok.

We had to go a further few miles out to find a market which had not so far been exploited. Here it was noticeable that there were far more waterbound traders—buying and selling mainly fruit and vegetables to each other from their boats. Clearly the best bargains were to be had in the shops along the water's edge, is done when the place is uncluttered by sightseers. Yet I suppose it will not be long before this market, too, loses its authenticity.

Thailand does well out of tourism. Last year it had over a million visitors and it is the country's third largest source of

foreign currency earnings, after rubber and rice.

The people who run the tourist office are conscious of the possibility of over-exploitation. Certainly they know that the danger of too many places like that hill tribe village I described in an earlier report, where the villagers do little but try to sell you things.

Yet although it is unreasonable to want it all ways, there are times when the tourist would welcome a little ceasing. The attitude to visitors at some of the fine old temples and palaces is sometimes annoyingly off-hand.

I went with a coach party to see the King's summer palace at Bang-Pa-In, about a three-hour drive from Bangkok. The most magnificent building there is Chinese, a gift to the King from the Chinese traders in the capital more than 100 years ago. We arrived before the advertised lunch closing time but found that the caretaker had sloped off early, so we could not get in.

There is no help for it: at the Buddhist temples, either. They can take off their shoes and wander round, but there is precious little information about what they are seeing. At similar sights in most other countries, you would not be able to move for the crowd of guides in traditional local dress.

Some of the innovations for tourists work well. One of them is a new passenger boat which runs day trips up the Chao Phraya river to the Oriental Hotel. (All old tropical hotels worth the name have been immortalized by either Graham Greene or Somerset Maugham, and in the Orientals' case it is Maugham.) The trip gives a means to ensure confidentiality. The range of questions will also be examined to see how far they intrude into privacy. The fact of the census will cause little problem but its nature could create as much as it did in 1971.

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Diplomacy

The British boast an impressive presence in Bangkok, a fine modern embassy alongside the splendid Edwardian buildings of the old, all watched over by a statue of Queen Victoria. They also have the city's highest flagpole, and thereby hangs a tale which sounds apocryphal but which I am assured is true.

When the Americans were building their own embassy they were anxious that their flagpole should outreach others. So the ambassador asked his British counterpart with an innocent-sounding query about the exact height of his pole.

The British ambassador immediately gave him the answer, but when the American pole was built it was still few feet shorter than ours. The wily and perfidious Briton, we taught in the cunning ways of diplomacy, had instantly recognized the motive of the American's question. So he had lied by a crucial dozen feet or so. Our ambassadors are wonderful!

PHS

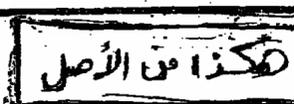
Meadowland

It is some weeks since I brought you news from Meadowland, for in truth little of note has happened there since the election, which the rabbits won narrowly. As soon as they had done so, they began digging themselves in for the hard winter everyone believes to be ahead. Jeremy's hedgehogs have already entered their seasonal hibernation, and nothing at all has been heard of them since October.

Last week, although the rabbits were having their annual conference, it was the squirrels who were making the most interesting news, and in particular the redoubtable squirrel Margaret. First she announced that she was going to challenge squirrel Edward for the leadership of the species.

Then she caused a still greater stir by revealing quite shamelessly that she was indulging in behaviour amounting to an almost satirical exaggeration of a squirrel's normal habits. She

Squirrel Margaret yesterday (drawn by Richard Sawers).



Wines and spirits

a Special Report

The British are drinking more wine — about 11 bottles a head of the adult population, Pamela Vandyke Price, our Wine Correspondent, writes.

This is a long way behind France and Italy, who manage about 161 bottles a year, but it would seem that, although wine is still considered a luxury, the prefatory adjective "sinful" has at last been dropped. There are, however, many who still assert that they cannot afford wine, but nevertheless manage to pay for doubles of spirit-based cocktails, gallons of squashes, cordials and fruit drinks, and so much confectionery and sugar that the United Kingdom is at the top of the world sweet tooth league.

The hundreds of table wines that can still be bought for £1 or less of quality sufficient to please anyone make wine both a bargain and a true convenience food. A splendid octogenarian, badly crippled, wrote that it was less trouble for her to give a small glass of Cyprus cream sherry to a visitor than to make even instant coffee; the man or woman required to eke out fish fingers or bread and cheese with the unexpected and perhaps important caller can count on the fare being made more than adequate with the help of a table wine.

The enormous increase of sales of wine by mail order and the beginning of serious wine marketing by Marks & Spencer indicate the existence of a market that is prepared to sample and accept wine drinking as part of the life of the seventies, as they tried and now enjoy the avocado pear and aubergine, the fondue party and the barbecue.

In any magazine article about entertaining, the bottle of wine near the table is as typical a "prop" as were candles in the 1950s and wooden peppermills in the 1960s. Even if the cynical remark that the increase in wine drinking reflects the need for release from the tensions of our times (sparkling wine consumption always rises sharply at periods of crisis), such things as the wide interest in home-made "wines" (not strictly wine according to the definition of the Wine and Spirit Association), the making of alcoholic beverages using imported musts and cultures, and the remarkable quality and quantity of wines from English vineyards would seem to have established that wine is once more the drink of the British Isles.

There is, of course, much spectator drinking as well. Lavatories are papered with the sort of labels that indicate a vast and choice consumption of wine in the household—not always born out by the provision of a single bottle between six or eight people at a meal, and the placid assertion by many husbands that a half-bottle (an un-economic size in both quality and quantity) is "quite enough for my wife and myself". Bottles of fancy shapes sell in huge numbers, and the comment about turning them into table lamps is not wholly a jest.

Newly-married couples acquire "suites" of glasses, many of which are mean in size, cheats in colour, and of shapes which make it impossible to enjoy any wine. Restaurants which rely heavily on the description "atmospheric" equip themselves with wine racks above the hot-plate, so that red wines come semi-mulled to table, they warm brandy glasses (brandy warmers are still suggested in gift features), and they use the wine cradle at the table. Supermarkets and some shops expose bottles to hours of strip lighting—which is also heating—and sunlight, and



few pubs or even wine bars seem to be aware of the fact that sherry and all aperitifs should be served chilled, and that these drinks and vermouth deteriorate once opened and should be drunk within seven to 10 days.

People who find it as necessary to have "my" wine merchant as they do "my" broker, bookmaker or sauna parlour, and who are now acquiring "my" wine club still confidently assert their special knowledge by proclaiming, "I like Nuits St Georges" (when there must be dozens and possibly hundreds of Nuits St Georges, all different), or, when talking to anyone who writes about wine, asserts that of course they know nothing about wine at all—when millions of words are written and spoken on the subject every month. It is still a matter of surprise to those who "leave everything about wine to my husband" that there are a number of women holding high positions in the wine trade.

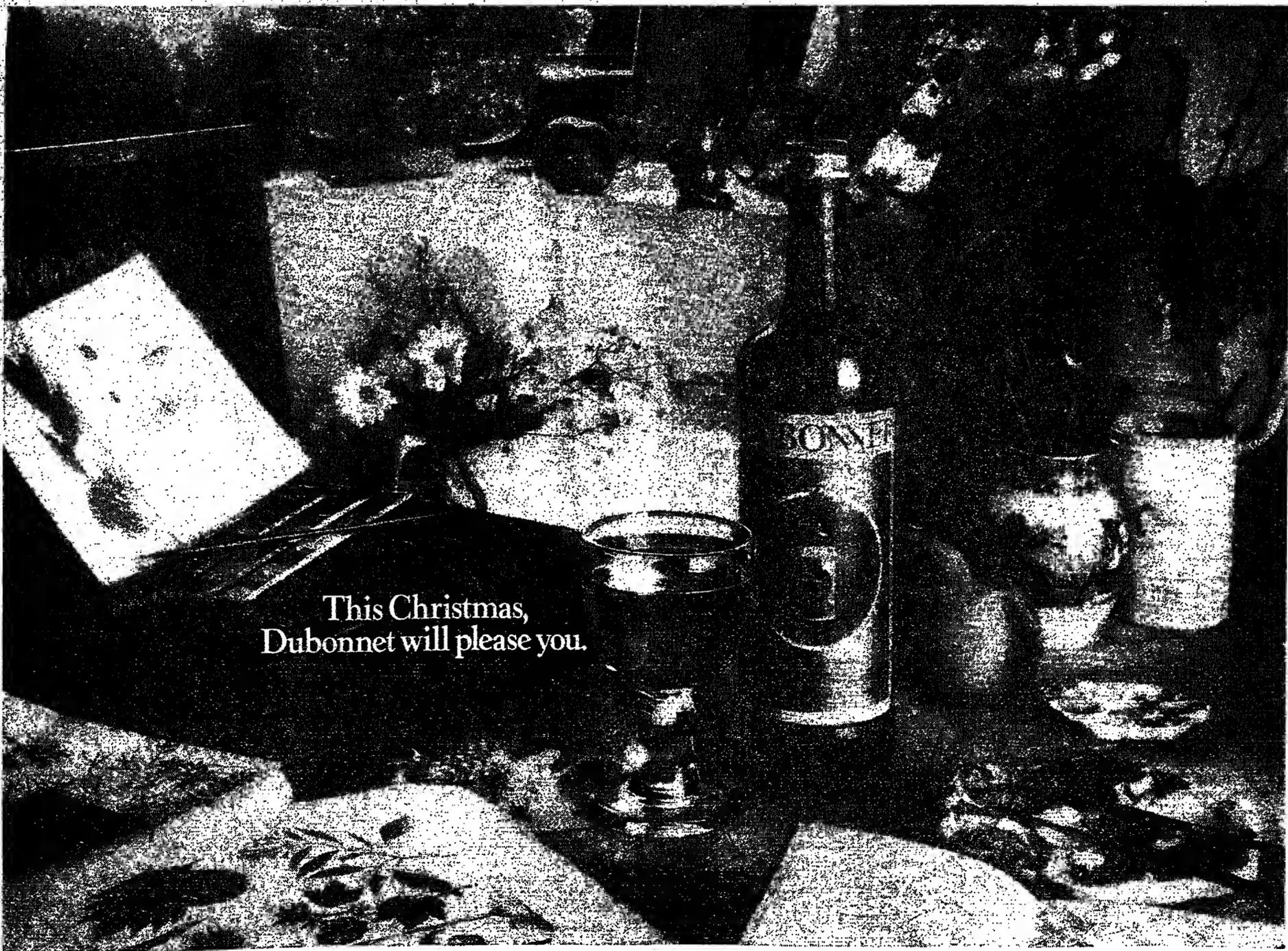
The most notorious spectator drinkers, however, whom I admit I have never managed to meet, are often described to me as "wine tasters". How the rest of us contrive to sample the contents of a bottle except by tasting I cannot tell. "Wine tasters", who I believe like the adjective "expert" associated with them, doubtless do their tasting rather in the manner of one inhaling Friar's Balsam, or holding the glass high up to the light of a guttering candle. Their chests surely clatter with the insignia of wine fraternities, and they tend to write furiously to wine journalists about firms who "muck around with wine" and ask why we only mention "expensive" wines when they can get "Chablis" or "Beaujolais" for 60p a bottle.

If I did meet a "wine taster" I should probably have to apply the term "interesting" to him or her. This word, for wine lovers, has awful significance: it is usually uttered when one is asked to give an opinion on a beverage so unpleasing that one plays for time while searching for the least insulting way of telling the truth. Among those who truly love wine, of course, even the most damning comments will not give offence—it is perhaps the only topic about which violent differences do not affect friendship or reflect on hospitality.

Yet, in spite of all this—the current equivalent of the Thurber "naive little domestic Burgundy, but I think you'll be amused by its presumption"—there are wonders in the British wine world that make us the envy of many nations. There are more types of retail outlet: supermarkets, off-licenses, department stores, retail chains, merchants whose premises date from the eighteenth century, independent wine consultants issuing their own lists to selected customers, small-scale shippers specializing in the wine of a subsection of a wine region, wine departments of breweries (able to ship quantities of a size that enables them to offer wines at bargain prices), firms concentrating on mail orders, cut price shops, cash and carry firms, wine bars offering bottles to buy, wine clubs, and the editorial columns of magazines and newspapers in which single bottles or selected parcels of wine are suggested by those who are not competing with the wine trade but who sometimes see the requirements of readers from a different angle. . . . these are all facilities the British public can use for buying wine.

There are more specialized courses in wine being arranged, although the subject is still relegated to one or two sessions in training courses for caterers or amateur cooks.

Continued on page 11



This Christmas,
Dubonnet will please you.

A love affair that is burn and barley

"Whisky", said my romantic colleague, looking pensively into his glass, "began as a love affair between a Highland burn and a field of barley." Appropriately, his name is Grant, a big name in the whisky business along Speyside.

He was talking about malt whisky, that pure Highland spirit once so little esteemed south of the heus and glens that hardly any of it ever went out of Scotland, except in a blend made up with patent still grain whisky. It was blended whisky which made the name of bottled Scotch famous throughout the world and it was the drearily voice phylloxera *vastatrix* which gave it the

chance to oust brandy from its eminence as the prime spirit for civilized drinkers. Phylloxera raged through the vineyards of Europe in the 1880s and by the end of that decade the Charente vineyards were almost wiped out and the thin acid white wine from which brandy is distilled was non-existent. By the turn of the century the French brandy trade was in such a bad way that 99 per cent of its spirit was being distilled from grape wine brought from wash made from maize, molasses and root vegetables. Not even all the traditional French skill in blending could disguise the harsh flavours of these origins.

The wine trade in Europe was reduced to such dire straits that one famous port shipper even admitted fortifying his wine with whisky instead of the uobtainable brandy. From this misfortune whisky prospered. The brandy-deprived toppers of London rejected the thin, harsh fiery vegetable blends and discovered the joys of the Gaelic *eau de vie uisgebuntha*, the water of life from the Scottish Highlands. The sharp business acumen of the Lowland Scot and the demand did the rest. The Lowland distillers found that the almost tasteless stuff made in the patent stills did not have sufficient flavour to satisfy the palates of brandy connoisseurs although it could be produced cheaply. The pot-still barley mash met from the

Highlands had plenty of instrument of this was the Borough Council of Islington in North London. This council had brought several successful prosecutions for the whisky adulterations and then took out summonses against a number of local publicans for selling grain whisky. To the Highlanders' delight this was defined in the charge as "an article not of the nature and substance demanded". The case opened on November 6, 1905, and continued until February, 1906, at the North London Police Court. The future of whisky was in the balance. Experts were called and their evidence was long and complicated. But the real issue at stake was clear. Were the spirits made from mixed grains in patent stills entitled to be called whisky? The answer the court gave was "No". Many a good malt dram was jubilantly put down that

day by the malt distillers. But the grain distillers appealed. The hearing at the quarter sessions lasted two months after seven sittings no decision had been reached. Grain became respectable only after the Government had appointed a royal commission which, in 1907, found that whisky is "a spirit obtained by distillation from a mash of cereal grain, saccharified by the diastase of malt". This decision was described by the distinguished wine connoisseur Professor Sainsbury as "perhaps the most futile on record". It made no distinction between the pot-still method and the patent stills or between a mash of peat-dried barley as used in the Highlands or a mash of mixed cereals as used in the Lowlands.

The fascinating thing about malts is that they all taste different. In general terms the difference is one of area but even within areas there are distinctions of flavour. The island malts like Laphroaig, Lagavulin and Bowmore from Islay, and Talisker from Skye tend to have a more marked peaty taste because the peat over which the barley is dried is impregnated with seaweed. Yet there are such variations in taste between them that you are unlikely to mistake Laphroaig for Talisker. The same is true of Speyside, the golden glen of whisky, where in general terms the malts are drier, more subtle and aristocratic and lighter on the palate. The Glenlivet, the most aristocratic because it can claim the oldest licence to distil whisky, answers that description very adequately. So in their different ways do Glen Grant, Longmorn and Macallan. But Glenfiddich, which

comes from Dufftown in the heart of Speyside, which is the first malt to make a real brave effort to mar "chateau-bottled" whisky an internationally recognised drink in its own right, has a richer flavour. Further down the Spay is Glenfarnc where another family Grants make a malt with magnificently full and smooth flavour of a mooney (also far too mooney) the most men able. Yes it is easy to be seduced by the elegant dry light of a Ross-shire whisky, Glenmorangie or the splendour of Highland Park from Orkney, which for its island origin tastes peaty than some Speyside malts. And one may refuse a dram of the Glenlivet or Macallan—a drink for all seasons and all mo

untill recently when supply began to run out. I was it took seven oaks, seven old ash, the width of a barrel, to make five Avon oak casks. Brandy of those old casks keeps over a subtle tang of open air and its "earth" quality of aroma. Armaignac is a brand of greater softness, perf and range of flavour most Cognacs. It is slig fuller and perhaps refined, but it has compensating advantage being fit to drink; maturing for only five six years in wood, people are getting to like it. More than two mi bottles have been sold year and something of a million of these from largest independent brand distillers situated in the town of Aignac.

There are more than dozen cooperatives made into an organization, seeding 6,000 small gro combine which acco agnac sales. The British consume these days of price science is that Arma demands a smaller of than Cognac.

Whisky the undisputed king

There have been no sensations this year. The younger drinkers' fashion for white rum has slackened and, cognac has fallen slightly in popularity and the vodka continues its steady progress. The young have discovered the peach-flavoured whiskey of America, Southern Comfort, have enjoyed a flirtation with Pernod and shown an interest in Mexico's tequila. But these minor trends have not affected the major spirits.

Scotch whisky remains the undisputed king. Consumption has risen from eight million cases in 1971 to 11 million in 1973. Twelve million cases might be reached in 1974, it is, of course, Scotch whisky that makes Britain a substantial net exporter of spirits despite very large imports of various types, though a large proportion of these imports are from British-owned concerns. Scotch exports continue buoyant. In the United Kingdom demand for Bourbon, Canadian and Irish whiskeys has slightly increased, but sales remain negligible compared to Scotch.

There has been a great deal of exaggeration of the rising popularity of straight malt Scotch whisky. There has been increased interest in it during recent years and a proliferation of brands, but it is most unlikely that as much as 2 per cent of Scotch sold in Britain is malt, and in England and Wales it is certainly much lower, for it is infinitely more popular north of the Border.

Blends are what made Scotch whisky world-famous and blends make it the dominant spirit. Various proprietary brands of wine blended with whisky are not strong enough to be classified as spirits; they have about the same alcohol content as vermouth. Though whisky behind whisky, gin remains the second most popular spirit with the British. Gin has suffered severe competition

from other distillates but it has weathered the "white spirit war" remarkably well, and indications are that what the late André Simon described as the "purest of all spirits" is gaining ground. Consumption has increased from 2,700,000 cases in 1971 to 3,700,000 in 1973. The estimate for 1974 is 3,800,000. Gin is a considerable export and also an indirect earner through the overseas distilleries of leading London distillers or production of famous gins under licence. For instance, the biggest selling gin in the United States is Gordon's, and Scotch's produce their High Dry gin in 30 overseas countries.

Vodka comes in two guises: the imported—mainly Russian and Polish flavoured vodka—and the Anglo-American type, unflavoured. Sales of British vodka were 900,000 cases in 1971, in 1973 1,600,000 cases. For 1974, almost two million cases is the estimate. So anyone who thought, 10 years ago, that vodka-drinking was a youthful fad that would wane as those who drank it grew up, could not have been wrong.

So much advertising has been devoted to white rum that many people think it has superseded the traditional dark and more pungent spirit. The total market was 1,600,000 cases in 1971 and 2,400,000 in 1973. This year will probably show a small increase. Official figures do not split rum into white and dark, but informed estimates are that in 1973 about 800,000 cases were white rum and the figure for 1974 will be much the same. So, if we accept these figures, dark rum's popularity is certainly not being eroded. In its traditional areas, ports and northern industrial cities, it remains strongly in favour and there are signs that drinkers whose first spirit was white rum are moving to the more tasteful variety.

With brandy we are again faced with having to estimate the split between cognac and the simple grape brandies from France and elsewhere, which, on price though not on quality, are causing the cognac industry some headaches. Cognac producers have consistently raised their prices over the past three years, but there are reasons for believing these prices will remain stable for the immediate future. It is cognac which the discerning Briton much prefers. Efforts have been made to promote that other excellent French brandy, Armaignac, but it is still little known. An estimate of brandy imports shows: cognac—1971, 1,180,000 cases; 1973, 1,670,000; 1974, 1,500,000. Other brandy—1971, 300,000 cases; 1973, 560,000; 1974, 640,000. Thus other brandies are challenging cognac but they have a long way to go to catch up. Miscellaneous spirits listed in the category of imported sweetened spirits, including most liqueurs, sold 480,000 cases in 1971; 1973, 700,000; 1974, about 800,000. Unsweetened imported spirits: 1971, 300,000 cases; 1973, 300,000. Perhaps this year the figure might rise to 400,000, but it will be seen that liqueurs—a profitable if tiny percentage of imported spirits—and other imports of spirit provide only a small proportion of British consumption. For all the efforts to introduce innovations I doubt if any "new" spirit—apart from vodka—has made a lasting impression on the country's drinking pattern and traditional preferences.

And the grateful man called the liqueur by the name of his land because it is the essence of it, the veritable soul of it, and for short he named it: Armaignac. Those are the words of Arnaud de Pesquidoux, a man of Gascony and a man of taste who knew and loved this unique spirit produced nowhere else in the world but in this lovely region of south-west France, within sight of the Pyrenees. Only two French brandies, Cognac and Armaignac, have received the coveted accolade of the Acquit d'Or—the golden label of the republic—for outstanding quality. But these hidden spirits are not equally well known. Until recently the distillers of Cognac dominated the brandy scene almost unchallenged. Anyone could name two or three brands of Cognac but few could come up with a brand of quality Armaignac. The wind of change is now blowing through the distilleries of Armaignac and it should not be long before the consuming public is familiar with a number of outstanding Armaignacs. What is not generally realised is that Armaignac is the senior statesman of the

brandy world. It was distilled and consumed in Gascony nearly two centuries before anyone had ever heard of cognac. Now, for the first time in its 500-year history, France's oldest spirit is to get government support for a determined new export campaign. This is where France comes in: the real test of a generic campaign for Armaignac as the market with the greatest potential. Armaignac is experiencing a resurgence of production and now goes to 60 countries. The domination of Cognac for so long has been not only because much of their production was of high quality but because they were aggressively commercial, financed expensive promotion plans, and trumpeted the splendour of their wares round the civilized world. The time has come when it has not been projected on to the consuming public to anything like the same degree. This was partly because of lack of organization, undeveloped business acumen in its wider sense, independent growers and the lack of a local port. M. Pierre Jannet, a major exporter of Armaignac, said: "Cognac is cut off from all other areas and

the lack of lines of communication has created a big problem until recent times." M. Jannet, head of a family of brandy distillers in Condom, added that now there was a determined move to put their Armaignac firmly on the map, and already a sizable volume is flowing into our retail outlets. More than 20 brands of quality Armaignac are available in Britain. The production of Armaignac brandy is governed by strict regulations which, like those applicable to other products bearing an appellation of origin, are based on fair and long established local usage, the aim being to ensure that the appellation *contrôle* is carried out only by products possessing distinctive and specifically determined characteristics and enjoying special notoriety. In order to be entitled to the appellation Armaignac, brandy must originate from vineyards lying within a demarcated geographical area; must be made from only white wine produced from certain grape species; and must be distilled under certain conditions. Cognac is distilled twice, but Armaignac is produced by method of slow continuous distillation which

gives it a lower degree of alcohol, between 50° and 60°, compared with Cognac's 70°. Now this means that Armaignac contains more non-alcoholic grape elements and more native taste. It is a pot-still brandy in which the vapours are refined by the wine itself. Armaignac and Cognac should never be compared. They are both quality brandies coming from different climates, springing from different soils and producing markedly different taste and bouquet. Great improvements have been made in the production and marketing of Armaignac in recent years. The Armaignac we drink today retains its *gout de terroir* that reflects not only the quality of the soil but the taste emanating from it. It is the age-old product of the fertile land of Armaignac and the three Musketeers. In Condom I have heard it acclaimed as an apéritif, and consequently was the favourite tipple of d'Armaignac. There is no doubt that Dumas rendered a permanent service to promotion to the distillers of Gascony by the folklore he created. There are three Armaignac regions: Bas Armaignac, Ténarèze, and Haut Armaignac.

Blithe spirit that is the senior statesman of the brandy world

And the grateful man called the liqueur by the name of his land because it is the essence of it, the veritable soul of it, and for short he named it: Armaignac. Those are the words of Arnaud de Pesquidoux, a man of Gascony and a man of taste who knew and loved this unique spirit produced nowhere else in the world but in this lovely region of south-west France, within sight of the Pyrenees. Only two French brandies, Cognac and Armaignac, have received the coveted accolade of the Acquit d'Or—the golden label of the republic—for outstanding quality. But these hidden spirits are not equally well known. Until recently the distillers of Cognac dominated the brandy scene almost unchallenged. Anyone could name two or three brands of Cognac but few could come up with a brand of quality Armaignac. The wind of change is now blowing through the distilleries of Armaignac and it should not be long before the consuming public is familiar with a number of outstanding Armaignacs. What is not generally realised is that Armaignac is the senior statesman of the

brandy world. It was distilled and consumed in Gascony nearly two centuries before anyone had ever heard of cognac. Now, for the first time in its 500-year history, France's oldest spirit is to get government support for a determined new export campaign. This is where France comes in: the real test of a generic campaign for Armaignac as the market with the greatest potential. Armaignac is experiencing a resurgence of production and now goes to 60 countries. The domination of Cognac for so long has been not only because much of their production was of high quality but because they were aggressively commercial, financed expensive promotion plans, and trumpeted the splendour of their wares round the civilized world. The time has come when it has not been projected on to the consuming public to anything like the same degree. This was partly because of lack of organization, undeveloped business acumen in its wider sense, independent growers and the lack of a local port. M. Pierre Jannet, a major exporter of Armaignac, said: "Cognac is cut off from all other areas and

the lack of lines of communication has created a big problem until recent times." M. Jannet, head of a family of brandy distillers in Condom, added that now there was a determined move to put their Armaignac firmly on the map, and already a sizable volume is flowing into our retail outlets. More than 20 brands of quality Armaignac are available in Britain. The production of Armaignac brandy is governed by strict regulations which, like those applicable to other products bearing an appellation of origin, are based on fair and long established local usage, the aim being to ensure that the appellation *contrôle* is carried out only by products possessing distinctive and specifically determined characteristics and enjoying special notoriety. In order to be entitled to the appellation Armaignac, brandy must originate from vineyards lying within a demarcated geographical area; must be made from only white wine produced from certain grape species; and must be distilled under certain conditions. Cognac is distilled twice, but Armaignac is produced by method of slow continuous distillation which

gives it a lower degree of alcohol, between 50° and 60°, compared with Cognac's 70°. Now this means that Armaignac contains more non-alcoholic grape elements and more native taste. It is a pot-still brandy in which the vapours are refined by the wine itself. Armaignac and Cognac should never be compared. They are both quality brandies coming from different climates, springing from different soils and producing markedly different taste and bouquet. Great improvements have been made in the production and marketing of Armaignac in recent years. The Armaignac we drink today retains its *gout de terroir* that reflects not only the quality of the soil but the taste emanating from it. It is the age-old product of the fertile land of Armaignac and the three Musketeers. In Condom I have heard it acclaimed as an apéritif, and consequently was the favourite tipple of d'Armaignac. There is no doubt that Dumas rendered a permanent service to promotion to the distillers of Gascony by the folklore he created. There are three Armaignac regions: Bas Armaignac, Ténarèze, and Haut Armaignac.

Mystery of the aperitif in France

The Germans have their lovely mezzelles, the Italians their deliciously bitter-sweet Punt e Mes and Campari, the Andalusians their delicate, dry sherries—and we have all of these. But even the smell of most French-branded aperitifs can stun the palate quite as much as dry martini. Is it not extraordinary that with the finest cuisine and the most famous wines in the world it is so difficult to choose an aperitif when you are in France? You cannot even get a Chambéry in Paris nowadays or anywhere else, for that matter, outside the region where it is made—the Savoy Alps whose sweet herbs and flowers

give the crisp local wines such a delicate flavour and fragrance. Chambéry, the lightest and most subtle of all vermouths with its clean "non-commercial" flavour, is becoming increasingly popular in Britain. Dolin and Gaudin, to my palate and purse, are the finest quality aperitifs at about £1.80 a bottle, are the two names most often come across. Dolamore ship the "original Chambéry" from the house of Comoz, at £1.43 a bottle, a good deal cheaper than either, fresher and more fragrant. I find it delicious and faintly sweet—it needs to be well chilled like all vermouths and served with a slice of lemon in the glass. They also have a red Chambéry, quite frankly sweet but subtle and appealing. Sherry for so long the traditional English aperitif, has soared to price almost as much as champagne; all my old favourites—Garvey's San Patricio, La Riva's Tres Palmes and Joldesiano's Innocente among the fine Garvey's La Lidia, Finklatter's La Luna, and that most welcome *reventon* on the British market, the single vineyard sherry La Gata, shipped by La Wine Agencies among the *marzanchillas*, all cost over £2 a bottle now, which puts them into the luxury class. Luckily there are alternatives. The three sherries in the excellent Dry Martini range, a *fino*, a *manzanilla* and a beautiful dry *oloroso*, can still be bought more cheaply—£1.60 is an average price. Hicks & Norfolk of Elmham, Dereham have an extraordinary Cyprian *fino* style sherry at only £10.82 a case, simply called Palest Dry, and a good South African dry sherry, Capa House, for £10. There is another solution: the sherry-like wines of Montilla—from which *aman-tillado* gets its name, wines from the hot heart of Andalusia grown on an out-crop of the *albariza* soil of Jerez. They are fresh and

light, very similar to a *fino* sherry; but I find that the even stronger sun of Córdoba seems to make the flavour more pronounced and the bouquet more pungent. Especially in cold weather they make a delicious aperitif. The Four Vintners have an Alvear *fino* and a medicinal *aman-tillado*, at around £1.15 a bottle, and Dolamore's, a very similar Muleta *fino* at £1.20. While a generous *capita* of these lightly chilled dry wines will refresh winter-weary palates, it is in the colder weather that the fuller, and sweeter aperitif wines that I love come into their own. These warm-hearted wines are also seen at their best, I find, served chilled; and a really dry, long-matured virgin marsala with its nutty bouquet, deep flavour and bitter, appealing finish has become one of my favourite aperitifs. But it must be a *vergine*, very dry, unsweetened by the addition of *vinu corru*, and I know of only one such wine that is available in Britain; Ingham Whitaker's Light dry Virgin Marsala, shipped by Finklatter's and available from all Finklatter, Martz agents at about £1.45. Or there is the beautiful Marsala Alagna SOM, Marsala Originale, imported by Giordano of Windmill Street, W1, with its clean clear fullness. It is a real discovery at only about £1.15 a bottle. But I think that almost the most delightful of all winter aperitifs is a chilled tawny port, dry, light, at once fruity and ethereal and so old and expensive that it is in the special occasion class. A 20 or 30-year-old tawny port would be ideal. Rutherford & Miles' 10-year-old Quota de Noval at about £2.50, would make anyone feel cherished.

Margaret Costa Wine and Food correspondent. The Sunday Times Colour Magazine

In spite of Britain's flagging economy, sales of wine rose by an astonishing 15 per cent. Although sales of champagne dropped, because of their prohibitive price, those of still wines still showed an increase. The picture shows the vaults of the Codornis family, a family firm from Barcelona in southern Spain, founded in 1551. The firm's sales are on sale in more than 70 countries and each year sells 33 million bottles with a 100 million more maturing in the caves. Codornis's vineyards are at San Sadurn de Noya and last year attracted 125,000 visitors. It is possible to walk for 10 miles in the cellars before returning to the starting point. The company won one of Spain's pre-awards for export by increasing sales by 154 per cent.

It is curiously traditional that at times of war or severe crisis the consumption of sparkling wines rises markedly. The saying justifying this, which relates particularly to champagne, is "In victory you deserve it, in defeat you need it". Although the figures from June, 1973, to June, 1974, show an overall increase of 8 per cent on the previous year's figures and a sharp rise in the consumption of Italian and French wines other than champagne, it is possibly reassuring that in 1974 the total figures for sparkling wine in the world are about 6.4 per cent compared with 1973. It is certainly true, however, that a wider section of the British public is drinking sparkling wine—and that a far wider selection is available. In champagne, after several vintages that were not wholly satisfactory, stocks have tended to run down, and the higher prices of the world's supreme sparkling wine reflect that reasonable wish of the great champagne houses to husband their reserves. There are now a great number of the luxury *cuvée* wines available since Dom Pérignon pioneered this market—Dom Ruinart, Veuve Clicquot's La Grande Dame, Ferrer Louët's Belle Epoque being only a few. Various vintages of the superb Bollinger RD (recently disgorged). Another recent trend is for the still wine of Champagne of which Laurent Perrier has the lion's share of the market. But rising labour costs have sent the price of champagne soaring further. Some houses wonder whether they may not serve the public best by ceasing to make vintage wines and concentrating on non-vintage only. It is probably fair to suppose that champagne at its present price cannot be considered a casual or general party drink and that, therefore, it will be drunk with more consideration for its qualities. The serving of a bone dry champagne, however fine, at

reception or with a pudding, is both a waste of this magnificent wine and tends to create prejudices against it, which those who would genuinely prefer a fuller, even sweeter wine. As an aperitif, dry champagne is incomparable before a special meal. It should be remembered, however, that the finest still white wine in the world will taste less good than it should if drunk immediately after the champagne. A "blotting paper" course should intervene or the champagne should be served with the opening course of the meal instead of something more delicate. If the great sweet champagnes can be obtained, they are perfect for the end of a celebration dinner or at supper. Roederer, whose "rich" is outstanding, is a firm exemplifying the stupidity of those who think it is invariably better to drink dry.

Until well into this century the head of Roederer at the time refused to make other than a slightly sweet champagne, even for the British, scornful to produce what he referred to as *ce poison*. A sweet champagne is a fine, flowery drink with no trace of sickness, perfect in any dampish, rheumy climate, where very high acidity can be taxing even to the most serious consumer, especially when they are tired. Heading the non-champagne sparkling market in the United Kingdom is still Veuve du Vernay, product of the Charmat firm, whose founder evolved the commercial method of making a quality sparkling wine in a sealed vat or *cuvée* close. But there are plenty of others, made by both the champagne and non-champagne methods from almost all the regions of France. There is a sparkling white Beaujolais *Cuvée des Ammonites* (imported by G. F. Grant) of the vineyard of Seyssel, Blaqueuette

de Limoux, and the sparkling Alsace made by De several from the south including Comte de M. Krieger is now well established as certainly the best sparkling white burgundy. The Loire sparklers, ever, are possibly the important newcomers. Quantities are made Saumur and Touraine, as all by the *champagne* method, the vigneron of region are proud that, the phylloxera, it was Vouvray and Touraine skilled wine makers sent to help rehabilitate champagne. These are different in their approach to my mind rather than superb, but are delicious and still a able at remarkably prices. Enormous quantities are made in Germany by the sealed method but a little according to the champagne process. The Saar Schloss, Saar has for years been popular at Glynedebourne. Heu Trockee is perhaps a obvious sparkler, established in Britain. Recently Deinhard, Alsace, known for its Germainot sparkling wines, introduced to the range. This indicates the future for wines of kind. They are so in purpose and appropriate aperitifs and *trouner* drinks, notably, but where a moderately robust wine is required partner the food. As it Italy's most famous sparkling wine but Gar whose oenologist evolved combined *cuvée* champagne method according to which met at now made, has enjoyed success that it simply cause it is obliged to base wines from outside region to satisfy demand. As it never marked vintage date.

Pamela Vandycke P

Vins Délimités de Qualité Supérieure

V.D.Q.S.

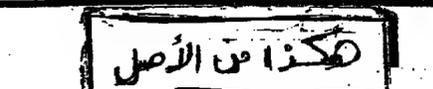
LABEL de Garantie

Something to go on, besides price.

It's natural to suppose that the more you pay, the better the wine. But now, for as little as 70p, you can get good French wine with the V.D.Q.S. stamp on the label. It's a stamp of quality awarded by the French Government. V.D.Q.S. stands for "Vins Délimités de Qualité Supérieure" for wines of superior quality from approved vineyards. It means that the wine comes from where it says it comes from. It's made in limited quantities. From traditional grape varieties. By approved methods. And every three months, an official tasting committee makes sure the wine is up to scratch. There are white wines, reds and rosés. From light to robust, from dry to sweet. From about 70p to £1.50. You'll have to look carefully for the V.D.Q.S. stamp. It's usually about this big. V.D.Q.S. wines from France.

British enjoying wine more continued from page 1 Appreciation study groups for amateurs are also on the increase, although there are still numerous requests to the wine trade for a "speaker and a free tasting" from the sort of associations that simply required someone to lend those attending into ambulatory for an hour. Yet the British are truly enjoying wine more as well as actually drinking it. There are some of the finest private cellars in the world below our damp earth, and in our enviably wet hoods (which make for slow maturation). We can buy wines from all the major producing regions of the world—Argentina, Chile, South Africa, Australia, California, the Soviet Union—in addition to the established classics of Europe and the sort of Mediterranean wines that started so many people on regular wine drinking. This gives the British a perspective on

wines that, in certain instances, produces the type of wine lover who carries a respect from growers and shippers anywhere. People are still shy of saying they do not like something when they think they should do, either because the label is pretty or the price high. But there is nothing remarkable in being able to pick or enjoy the finest wines, which stand out; the skill comes when other wines are selected for the pleasure they can give to the drinker at a price considered reasonable. People are still unwilling to accept that certain conventions associated with serving wine actually make it more enjoyable. They are reluctant to pay fair prices for commodities in limited supply, and then grumble because they get something that may be good as wine but cannot, economically, be "genuine" as regards origin.



Imaginative buying is essential for restaurants

"At the present time, wine is consumed with meals out, other than in the course of business entertaining, when the meal is regarded as a leisure activity rather than as a means of subsistence."

This conclusion forms part of the recently published result of two years' research at the University of Surrey. But there is much else that is equally obvious and predictable about the sale of wines in restaurants.

Most obvious is that by exercising thought and initiative, most restaurateurs could sell more wine, even in these hard times, than they will have to do a lot of thinking to go on selling as much as they are at present.

In most restaurants, wine is expected to make more than its fair share of the total profit: in a restaurant which sells a good deal of wine, according to one survey, 30 per cent of its turnover, wine is expected to yield 65 per cent of the profit. Yet far less thought and effort are expended in most restaurants on the wine list than on the menu.

Considering how much wine improves enjoyment of food, it seems hard that it should bear this burden. Moreover, everyone is aware of the steadily increasing cost of food. It is not surprising that the average cost of a meal in a restaurant, with all its overheads, with that of one prepared at home and resent the price of restaurant meals rising in proportion.

You can hardly shop around for cheap raw materials for the food in a good restaurant any more than you can escape providing the expensive dishes that every customer expects to find in one but does not

always order: smoked salmon, Dover sole, duckling or fillet steak, for example.

But there is every opportunity to plan a wine list more interesting than those of rival establishments, and more modestly priced. The more sophisticated the customers, the less the need to sell only the classic and expensive wines or to stock heavily advertised brand names. It should be easier to interest them in wines that are out of the ordinary run of restaurant lists.

No sensible restaurant owner wants his place to be known as a place where well-lined pockets drinking Chambertin. But an awe-inspiring stately sommelier and long wine lists, elaborately bound and presented, full of wine maps and great names and great years at inaccessible prices can often serve to discourage the sale of wine, especially to the younger generation of customers. On their presence and enjoyment can depend so much of the attraction and the ambience of a restaurant and it is they who are the *crû classé* drinkers of the future.

Wine, however, will not sell itself. The customer may perhaps be "convinced" to order wine by feeling it is part of the "meal experience", as the University of Surrey report puts it, but he will only enjoy it if it is carefully chosen, well served and fairly priced—and if some trouble has been taken to discover his tastes or to match the wine to the food he has ordered.

What is really needed is aggressive marketing. For every effort you make to sell wine at a restaurant, you get an immediate re-

ward. But imaginative buying is essential.

A restaurant will probably buy its wine in one of three ways. First and most commonly, the wine list will be entrusted to one of the big companies which will be willing to rack and stock the cellar and print the list; these services will naturally be reflected in the cost of the wine to the owner, and in the prices he will have to charge.

The second and most challenging way is to do your own buying. In London it is fairly easy to acquaint yourself with what is available, enlarge your own knowledge and enjoy buying your own fancy.

Third, many enlightened establishments outside London employ the services of a wine consultant with long experience of the trade who, using an intimate knowledge of their cuisine, their customers and their needs, will do all this for them.

But to have the right wines on your list at the right prices is only half the battle. If a restaurant does not have a professional sommelier, it is not difficult for one of the more experienced waiters to master the essential simple skills of the trade and to present wines correctly.

In the absence of the sommelier there must be a fully-qualified wine list, especially if any unfamiliar wines are listed. They must be made to sound interesting and attractive without using either fanciful and subjective descriptions or the laconic clichés of the trade. It is difficult but not impossible to try to tell the customer what to expect.

The pricing and placing of the wines on the list are

important too. However, to judge from the report quoted, it seems you longer put the wine you most need to sell—or get rid of—in the position of second cheapest on the list. Many more people order, unashamedly, the cheapest wine.

More and more people, on the other hand, are familiar with the years of recent good vintages. So it is no longer easy to sell famous wines of an off-vintage in restaurants—the sort of wine sometimes found lurking in the private bin selection or connoisseurs' list—too often simply the most expensive or over-priced wines being offered. Now will it now be so easy to sell the generic wines of the Bordeaux regions or list a venerable name of Burgundy. Instead you may hope to find more and more commercial pleasant wines from other countries and other regions of France, each earning its place by its individual appropriateness in the food and its individual character. You will find, too, less half bottles, and fewer carafes of wine of unspecified origin.

But it is pointless to assemble a list of undistinguished and uninteresting wines just because they are cheap. I have found it practicable to sell wines from the cheaper end of the list on a kind of sale or return basis: the customer has the cork drawn in front of him but he pays only for what he drinks. This makes for greater flexibility of choice and also sells more wine. The rest goes to the kitchen where the chef is always clamouring for wine for his sauces.

M.C.

Claret and vintage port best for laying down

What with depression in Bordeaux and general uncertainty and lack of confidence almost everywhere else, now might not appear the happiest moment to write about a subject which has had more than its fair share of attention, and which has recently faced a setback.

The wine scene is not all gloom and despondency. Certainly, as far as the average wine-lover is concerned, the recent drop in prices has been welcomed with open arms. The English wine trade will also welcome a return to commercial sanity with perhaps a nostalgic glance back at two or three very prosperous years and another temporarily worrying at their present levels of stock.

It is perhaps time to put the world's greatest liquid asset into perspective. We tend to forget that almost all the vast world production of wine—red, white, rosé, sparkling and fortified—is quite ordinary, made for quick consumption. Wine merchants, large and small, survive commercially only if they have a thriving bread-and-butter trade.

German wines which do benefit from bottleage sell at a comparatively small amount of wine made in Burgundy ensures a high price to warrant buying for enough price without the unwelcome attentions of speculators.

What sort of wines are worth laying down? They are almost exclusively red wines, of high quality, and of the best vintages only. Claret and vintage port lead the field. Burgundy tails behind.

The reason that claret—red Bordeaux—is the laying-down wine par excellence is simply because when young the wine is tannic and raw. It needs age, first in cask, then in bottle, to soften enough to drink. Minor clarets of minor vintages do little more than age a little and soften a little. But the great wines of Bordeaux do more than this; they develop, with age, characteristics of colour, bouquet and flavour of a richness and delicacy which make them highly sought after by connoisseurs.

Maturation—the development of the character and quality of wine in bottle—is what laying down is for. We tend to overlook this simple aim in the welter of fancy wine talk and investment brouhaha. What is even more overlooked is the plain fact that surprisingly few types of wine benefit to any measurable extent after aging in bottle.

Few indeed improve sufficiently to make the trouble and expenditure worth while. Moreover, we can omit almost all white wines. With few exceptions they are made to be drunk young and fresh: even sauternes and the fierer and richer

claret port has been less subject to the excitable ups and downs of claret.

What went wrong? The mid-1950s saw a gradual prospering in wine (the American almost for the first time since before prohibition). In the 1960s health demand changed to wealth demand and prices rose steeply. Finally, too much money, seeking a haven, exacerbated the very inflation it sought to forestall.

Wine from a civilized "in" drink became a much written-about commodity, particularly fine claret. The last straw was the speculator who saw in the perfect ridiculous rush for it finest wine a splendid excuse to corner the market.

The unrealistic expectation of speculative profit pushed beyond reason and, inevitably, there has been a severe reaction. A combination of over-high prices, stock market fall, fears of recession, over-high interest rates causing stocks to be put back on the market, a coup to turn the market in favour of the buyer. A scandal, an over-price fairly poor vintage (1971) and a bumper but mediocre vintage (1973) added to it woe of Bordeaux.

Michael Bradbeer, director, Christie Wine Auction

medium-dry character and boneyed bouquet make it suitable both as an aperitif or party drink at a cost of 90p.

Although Austria produces a wonderful range of white wines, too few people here pay attention to anything of more distinctive quality. Recently the Austrian Wine Centre has stocked claret, a subtle, silky, fairly dry wine made with the native Gruner Veltliner grape and at £1.05 it is a good buy.

Lawless of Reigate, which ships a wide range from Lenz Moser (maker of the cheerful Schlick), lists the intriguing Malteser, also made from the Gruner Veltliner grape, among its estate-bottled wines. It sounds like a bag of sweets, but the name refers to the vineyard's historic connection with the Knights of Malta. The 1973 is pale straw gold, brisk and delicately aromatic. Price is about £1.25.

Yugoslavia also produces some fine, fairly unknown wines, and Christopher regards its Malbeco Tramier from Serbia as a good example at the price (£1.05). It is golden, silky, lovely to drink with fruit, puddings, or after dinner.

Some of the least familiar and most interesting wines come from the Baden region in Germany, and Eberle & Co. is a firm which specializes in them. Steinbacher Uburgberg Riesling 1972, which comes in an attractive flask, is full-bodied with lots of bouquet, and the unusual ashy taste reflecting the volcanic soil of its vineyards. It costs about £1.70.

If you are seeking a change of aperitif to revive a jaded palate or intrigue wine-loving guests, there is an interesting newcomer from Savoie whose table wines are likely to make a notable impact in Britain soon. This is Malvasia, made on the Alghero estates of Sella and Mosca, one of the oldest firms. Pale topaz, with a gentle grapey aroma and dry finish, it costs less than £12 a dozen (tax paid) from Padana.

Although I dislike most mixed drinks (especially ready-bottled ones), one exception is Kir, the Burgundian aperitif to be found now in all good French bars. It is composed of dry white wine discreetly dosed with Creme de Cassis, the blackcurrant liqueur from Dijon.

Joyce Rackham

Jerez combines sense with sensibility

The producers of what is undoubtedly the world's most historic wine, sherry, have reacted vigorously to the challenge posed by rising costs and the international business slump.

It is not surprising that they have. The sherry district has been producing fine wines since at least the days of the Phoenicians, surviving countless wars, revolutions and depressions long forgotten.

Jerez de la Frontera, an ancient city with a *señorial* style and an atmosphere performed by the aroma of hundreds of thousands of butts of agio wine, is a place which has traditionally managed to combine sense with sensibility. Justly proud of their wines, the people of Jerez have shown a certain in the centuries in which British merchants have teamed up with them—that they also know how to market their wines.

Individually and collectively, through the Sherry Council, sherry growers and exporters apparently foresee the economic squeeze well over a year ago and began laying plans to counter it. The Sherry Council, with its headquarters in the marble-balled Wine Palace on the broad flowery Avenida de Alvaro Domecq on the northern edge of the small city, stepped up its efforts to find and expand new markets even in the easy-sell years of the late 1960s and the first few years of the 1970s.

The job of the council, headed by President Antonio Barbadillo, who is also the chief of the provincial delegation of the Government and a member of the Spanish Parliament, is not just to watch over the quality of the wines which bear the jealously defended name of the district of origin, Jerez-Xeres-Sherry. It also helps to promote them, pointing the way towards potentially profitable export areas and, so far as possible, coordinating the efforts of individual exporters.

In the light of current developments, the decision of a committee meeting in the Wine Palace more than a year ago to recommend that Japan be the honoured country of the 1974 Sherry Wine Harvest Festival, or Fiesta de la Vendimia, looks like a sound one.

While the elegant week-long annual Fiesta de la Vendimia, under the direction of the unflappable Señor Alberto Duran, permanent commissioner general of the fiesta, is anything but a salesmen's convention, there is no doubt that to the long run it has its commercial impact. During the parties in the lovely gardens of the Jerez bodegas, with sit-down dinners served to as many as 1,000 guests in evening clothes gathered around ponds adorned by swans, the commercial aspect is subdued; but wine is the theme.

Last September hundreds of prominent Japanese opinion leaders, officials and top businessmen were guests of the organizers of the Fiesta de la Vendimia. All Japan drank less than one million hectolitres of sherry in 1973, with a proper follow-up of the fiesta by sherry exporters, it is a safe bet that that figure will jump up in 1975.

Efforts to get the Japanese to switch from sake to sherry came none too soon. While the arrangements were under way to bring a jetload of distinguished Japanese and their wives to

depending on the weather, without increasing the acreage under cultivation. But, since it takes a new vine a minimum of about four years to become productive and since it takes several years more of slow natural aging to convert the must into good wine, wine growers must try to assess future business trends if they want to be successful.

A but sales year may force a bodega manager to seek new storage space: a good sales year without enough wine to meet the orders is a lost opportunity. Despite the gloomy predictions of economic experts everywhere, the sherry producers apparently believe that the present slump will not last; the evidence of their faith in the future is the considerable number of newly-planted vineyards north of Jerez.

On an individual basis, many of the sherry companies are meeting the challenge by revising or stepping up their promotional methods. Thus Spanish heroic hero El Cid is becoming a familiar figure in Britain because of his association with a particular brand of wine. Thus, too, has Orson Welles taken to making wine commercials rather than his frequently less profitable—if more artistic—full-length films.

A number of sherry shippers are also paying more attention to their brandies. They do not carry the seal of approval of the Sherry Council, which concerns itself only with wines. But the best guarantee of a good brandy is the reputation of the bodega which produces it.

A new emphasis on brandy, an increasingly popular drink in many countries, is another facet of the effort to face the challenge of trying times for business. Spanish qualified nearly one million hectolitres of brandy last year, and they are still the best brandy customers that the Jerez bodegas have; but the proportion of exports to domestic sales of brandy has been growing rapidly since 1970.

Harry Debelius

At a recent London wine auction 500 buyers paid about £118,000. Although there were bargains, the total was higher than expected.



International newcomers to the table for connoisseur and all tastes

Gutturino, a newcomer to the wine lists, is a real charmer. Made only from Cabernet Sauvignon grapes according to French methods, it is shipped by Hunt & Braithwaite in limited supply at just under £26 a case. It has great style, a typical bouquet of its grape and would be a wonderful present for a connoisseur.

Australia has always sent us good table wines, especially reds, but few to compete in price with their European counterparts. From the same shipper comes the aristocratic Carema 1966, which is produced on the Ferrando estate on high slopes along the road to the Aosta Valley. Glorious crimson in colour, with a fine bouquet, it costs £1.70 from Canisio.

Connoisseurs there always seek a well-matured Gbemme from Piedmont and this 1967, shipped by R. Trestini and listed by Harrods at £1.30, is delicious, well-balanced, dry and vivacious.

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More devilry than lignity as port is born

Were there shapely maid-fours. The amateurs, well as with grape-stained legs refreshed beforehand with "reading the wine?" Cana- are generally more eutubian friend when I got siastic than skilled, but one from a visit to Jerez great fun to watch.

In the Douro region of northern Portugal, a sizable part of the total production is still pressed by foot, and there the vintage scene is done by machines. I remains one of the most picturesque in Europe. The villagers who come up to the *quintas* to harvest the steeply terraced vines face an arduous task, especially if there is a heat wave. The teams include treaders and often musicians too. The treading is done by steel-wheeled boots, pounding the grapes—otherwise it's done by machines. I as sadly disillusioned, and found this easy to unner- and. In the public's imag- nation vintage means rapes being pressed by ancing bands of jolly peas- ants, in an ambience of acchanian abandon. In culpture and in song, in aiting and in print, in the rts both fine and popular, e legend has been sus- tained.

On those rare occasions hen it comes to life, pe- aps in a remote Greek vil- ge or on certain *quintas* the Douro, for example, e visual impact can be unning, and to see it is to ave a moving reminder of e eternal continuity of iculture since its origins i antiquity.

In Europe generally, it is ard to find cellars where e foot has not been res- laced by the wine press, mnever antiquated the lar- r may be in some still irly primitive places. I ave seen children gambol- ng happily across the rapes in the cellar of a ota Brava farmhouse, sisted by their parents; ey made a curious tweny- old wine there, heady, most resinous, reminiscent f a Greek island wine. In rez, during the vintage stival, the house of Sande- an maintains the tradition f a foot-treading display at l Corregidor, one of their nest sites.

Male guests are invited to range into shorts and T- irts, under instruction om the expert *pisadores*, treaders, who get the tion going. They wear spe- al studded boots, and ork in perfect unison in

much under £4 a bottle, but it is worth "shopping around".

Mr Wyndham Fletcher, of Cockburn's, says this year's vintage on the Douro was "a large healthy crop, gathered in fine sunny weather. It has all the indications of making a good wine—but it is far too early to make predictions".

Further good news comes from Jerez, where the sberry vineyards have pro- duced a good quality vin- tage, average in quantity. Since there are no vintage sberries, the importance of a successful crop to pro- ducers lies in its being of a quality to maintain their wine's style, and quantity to keep up stocks.

Many wine drinkers, see- ing no vintage labels to attract their attention, do not realize that there is a wealth of special sherries which are memorable to taste and enjoy, and as in- teresting to compare as a group of fine old ports.

Some good examples are: Garvey's Tio Guillermo, a gloriously nutty *amontillado*—about £2; Williams and Humbert's Dos Corados, a very smooth, well-balanced *oloroso*—about £2.60; Emilio Lustau's Natural Dry *Oloroso*—about £2.20; and a new- comer, Ruiz Hermanos Dry *Oloroso Leonora* (shipped by Bilbao Wines) at about £2.

Although vintage dates are generally of little impor- tance when choosing Spanis table wines, the Rioja, in the north, which produces much of the finest, is the exception. Weather there can be capri- cious, and when ordering one of the finer bottles in a restaurant in Spain, this is worth remembering.

I talked the other day to M Louis Latour, head of the famous burgundy house. He recalled that in 1968 his father took the drastic deci- sion to make no wine at all—the vintage was a total catastrophe—on such occasions, you need to have courage. Subsequent years, of course, have produced some very fine burgundy vintages—and first reports of 1974 suggest a fairly



Pioneers in Kent. Trevor and Joy Bates test the crop at their vineyard at Cherry Hill, near Maidstone.

small crop of reasonable quality.

From Champagne the news is even better, of a vintage large enough to maintain stocks, keep prices stable, and of good average quality. To M Jean-Marc Heidsieck, of Charles Heidsieck, the harvest means "getting up much earlier and working a seven-day week". Like all producers who have some of the grapes they buy pressed by the growers, he must tour the region constantly to see the grapes come in and verify their quality.

Finally, a word about those pioneers, the vig- nerons of England, who brave the rigours and caprices of our climate to produce some really deligh- tful wines. In the heart of the Kent countryside, we went to watch Trevor and Joy Bates and their team of pickers spend a very untyp- ical English Sunday—vintag- ing.

They have one and a half acres in production, and will soon double it, at Cherry Hill, near Maidstone, and mainly from Muller-Thurgau and Seyve-Villard grapes they make Kentish Sovereign, a delicately per- fumed dry white wine.

Joyce Rackham

Cinzano French Extra Dry

The drink with the delicate air.

Stirred by gentle breezes the fine grapes of Southern France are slowly plumped and ripened under the blazing sun. Then with the skill of centuries the vines are married with herbs to produce a vermouth with a dryness, lightness and delicate air all of its own. Cinzano French Extra Dry—the drink with the delicate air.

Schweppes INDIAN TONIC WATER

How we put the secret into Tonic Water at Schweppes.

An essential stage in the blending that makes the Tonic Weppe so clear and sharp and lively.

Le grand finale

Grand Marnier. The oranges are wild, the taste is civilised.

BY THE FINANCIAL EDITOR

Finance houses on the high wire

The City is approaching Mercantile Credit's final results this week with some trepidation and not a little uncertainty. At the interim stage profits were virtually halved to £1.47m and although, in some respects, the second half should have seen an improvement, there remain a number of imponderables. The outcome will be an important indicator for the finance houses as a whole.

The fundamental trading climate is unquestionably better now than it was during the first part of the year. Following the December restrictions, hire purchase business fell away sharply coincidentally with the three day week. But since then there has been some recovery and third quarter statistics on new credit extended indicated a stabilisation in monetary terms at around the levels seen in the same quarter last year.

More importantly, perhaps, the passing of time has brought a progressive run-off in the business contracted during the great leading days of 1972/73 when the finance houses were frantically making three-year summer loans at rates which left tiny profits after they had been refinanced at the much higher levels seen in the second half of last year and the first half of this.

The easing of short-term interest rates since mid-summer has meant that the bonuses are now picking up the benefit of the reverse swing of the pendulum. Since a rising proportion of their business is in arrears, linked both in Britain and South Africa, the Finance Houses Association has outside estimates suggest it could be as high as 40 per cent of total business for Mercantile and possibly rather more for UDT—margins should be recovering well in half and higher than the two previous halves.

That, at least, is the theory. What is less certain is how far the cost of money to the finance houses has risen above money market rates. The finance houses have not remained immune to the general ebbing process associated with the secondary bank crisis and have drawn heavily on the support of their clearing banks. It is not clear how far this support is far from clear, but one obvious possibility is that the houses are having to pay a higher margin over interbank rates to generate funds.

If so, the swing of the interest rate cycle in their favour can be expected to have a less significant impact on profits than has formerly been the case. As far as this year's results are concerned, however, the crucial area of uncertainty never when the houses are likely to be necessary against loans to property. Last year UDT allocated provisions of £6m against £159m of loans secured against property, and unless its lending policies in 1972 and 1973 were a good deal more conservative than analysts suspect, further substantial provisions may be unavoidable this year.

Scottish at 16.5 per cent, Mercantile at 25.1 per cent and UDT at 30.1 per cent—are a direct reflection of their relative gearing.

Such lowly ratings have inevitably led to questions about whether the three independents will be likely to follow the example of Forward Trust and Hodge Group and throw in their lot with their dominant shareholders.

Samuel Osborn The Jessel connexion The City fears a downturn next year, and steel is a classic cyclical industry, but Sheffield steelmaker Samuel Osborn is still confident. Order books remain good, although there are some signs of confidence weakening among customers, and the group tends to suffer later than others from recession as a capital goods supplier to the engineering, construction, chemical and other industries.

Osborn can also point out that the year when for once Osborn did not quite up to optimum operating levels, that under EEC rules it can raise prices over 85 per cent of output as it likes and that domestic earnings will rise as a result of some years thanks to past losses.

Even so, the year to September 27 was exceptional. It was the year when for once Osborn had everything going for it. In the year ending September 27, the company's profits were £14.8 per cent. A crucial factor, though, is that in the background stands Jessel Securities' associate, Johnson & Firth Brown.

Johnson talked about co-operating more closely with Osborn last year, and the two companies are friendly even though there is no boardroom link. Osborn would not be averse to an industry restructuring to judge by the remarks of the chairman, Mr Bernard Cotton, in the last accounts when he complained about the long-term problems of overcapacity and industry fragmentation. He added that the group had talked with other steel companies about merging production units.

What happens to the Jessel stake in Johnson remains to be seen, however. Apparently three groups including British Steel Corporation are interested in it, but the EEC authorities will have the final say. Osborn itself has further dividend leeway under the Treasury's recovery rules; and its high investment programme is over. The shares are interesting.

Final: 1974 (1973) Capitalisation £24m Sales £25.85m (£19.69m) Pre-tax profits £2.88m (£671,000) Earnings per share 18.4p (nil) Dividend gross 3.7p (1.3p)

Private companies Out of the firing line The story of the company chairman who walked into a City merchant banker's office recently to inquire about going "unpublic" may sound like a had heard market joke, but apparently a number of companies have been putting out factors recently in this direction.

been betrayed by the stock market. The equity expansion capital they came to market for is virtually unmarketable at present, and some seem to fancy their chances more with a strong institutional partner like a development bank.

For such banks—the development capital arm of a merchant bank—there are attractions in buying publicly quoted equity stakes, not least because market capitalizations are historically low. A bank may typically be financially structured to take a five to seven year view. The attractions of being undervalued assets with a view to taking dividends initially and ultimately disposing of the company through a refloating makes sense on this basis.

What prompts these observations is the publication by Graham, Trotman, Dudley Publishers, of Britain's Top 1000 Private Companies, as researched and compiled by Financial Analysts Group. It reminds us that there are still very many large unquoted groups, technically quite big enough to go public if they wished.

Just to give a few examples: George Weston Holdings, biggest of the unquoted companies, had a 1973 turnover of £733m and pre-interest profits of over £40m. Western United Investment Company (main vehicle of the Vestey family interests) comes second in the Top 1,000 with 1970 sales of £333m and profits of £181,000. Thomas Bewley & Sons (meat importers) had 1973 sales of £324m and profits of £11.7m, while well-known names like the Wellcome Foundation, Littlewoods Mail Order, C & J Clark (shoes), Fessenden, the Brown Corporation and Robery Owen Holdings all have sales well over £50m a year and pre-interest profits between £1m and £2m, though the reporting dates are not always comparable.

These and scores more meet The Stock Exchange's usual expectation of profits around the E1m mark on listing (though the only written requirement is that market capitalization should usually approach £500,000). However, far from these unquoted groups seeking listings, the trend would seem likely to be in the opposite direction, in the short-term at least. Isolated new issues like Henry Boot and George Cadbury are few and far between, and it is not clear what is to be done to upset this assertion.

Regular accountability to a wide group of shareholders can be an onerous obligation for many companies and, unless the profit quo quo is access to wider capital markets the game may seem hardly worth the candle. Even the 1 per cent premium which quoted groups used to get on a debenture coupon (over an unquoted group's issue) seems to have been eroded by virtually nothing.

Another factor, which certainly weighed heavily in the Pilkington Bros' decision to go public a few years ago, is securing a ready "out" for a large number of family shares. The Financial Analysts group supports the theory that private companies are more efficient employers of capital. The ratio of profits to net assets in their sample group of 1,000 companies is 144 per cent compared with 14.4 per cent for quoted companies (this latter figure from official statistics). For the record, a (then) Department of Employment and Productivity survey in 1968 showed unquoted companies investing far more in fixed assets and paying out less in dividends than quoted companies. All this is interesting food for corporate thought (and possibly consolation) while the bear market lasts.

Two-day trot We thought that Gerhard Beil, state secretary in the Foreign Trade Ministry of the German Democratic Republic, was in for a busy time during his two-day visit to Britain. And so it turned out to be.

Dr Beil was down in address the GDR section of the London Chamber of Commerce, and to call on ICI, GKN and BSC—all to be fitted in between meetings with Peter Shore, Secretary of State for Trade, Lord Bewick, Minister of State for Industry, Eric Deakin, the Parliamentary Under Secretary of State for Trade, and officials of the British Overseas Trade Board.

Whatever the eventual outcome of the Channel Tunnel affair, the entire episode is a rich case history of how not to do these things in future. As, inevitably, more industrial and commercial activity is concentrated on a multi-million pound scale, will be conducted in the grey area between government and the private sector, it is important that the lessons should be learnt.

Why, for a start, has all the serious public discussion about whether we need a tunnel (and if so, what form it should take) only developed after the project was well into its initial stages? Now that there is a real possibility that the final British decision will be against the tunnel, this means that substantial direct and indirect compensation payments may have to be made to those who have invested in it.

One main reason is that, because of the curious hybrid nature of the tunnel's financing arrangements, Whitehall in general and the Treasury in particular are not in a position to look at the proposals. The tunnel, if built, will be financed almost entirely by money raised by the operating companies as loans, carrying the respective guarantees of the British and French governments. The financing has not, therefore, been included in the totals of forecast public sector spending and the Treasury has consequently not shown its usual meticulous concern for the wellbeing of the public purse.

In the two respects that matter, however, this method of financing has virtually identical consequences to those that would follow, if the project were being directly financed by Exchequer loans. First, the real resources that will be devoted to the construction of the tunnel are just as real and as extensive as if they were being bought by the Department of the Environment itself. The cost is now put at £1,500m (having started life at £1,460m). It is certain to go higher and the higher it goes the lower will be the fixed proportion (10 per cent of the original estimate cost) that will be paid for by the private interests involved directly.

Secondly, so far as management of the Government's debt and borrowing requirements is required (with all the attendant implications for the control of the money supply) borrowing under government guarantee by the tunnel operating companies is the same as borrowing on the same terms by local authorities, nationalised industries or the Government itself.

For, if the Government needs to borrow money on its account, the amount available will be less by what has gone into government guaranteed Channel Tunnel bonds. The loans themselves will become an integral part of the pool of government guaranteed debt for which the managers of the public debt will have to care.

Lord Rothschild's think tank never formally looked at the Channel Tunnel in relation to Britain's transport needs, partly for this reason and partly because, as a matter of practical politics, it was judged that Mr Heath had such a profound personal commitment to the project (it had featured centrally in his private talks with President Pompidou) that it was not worth wasting valuable time trying to argue. The result was that Mr Peyton, the minister responsible for transport, pushed the basic tunnel Bill through at such speed in the first half of 1973 that there was no extensive and informed discussion of the project as a whole.

For example, there was never any clear and coordinated picture presented of how the tunnel would fit into the rest of the British transport system.

The two parts of the picture were further kept separate, because the private Channel Tunnel companies were only responsible for the hole itself. The figures they presented on their account in no way included certain not insignificant items, such as the London rail link, without which, however, the entire project made little overall sense.

So the discussion about whether the tunnel project was viable financially ought also have asked much more clearly whether it was viable taking into account the other very large capital expenditures like the road link, which would have to be financed directly by government. If this had been properly taken into account in the total cost-benefit analysis from the start, it must be doubted whether the project would have reached the stage where, last week, Mr Crosland was finally required to say that £373m (not allowing for several extra costs still to come) was too much for British Rail to spend.

Hugh Stephenson

Lessons to be learnt on building a tunnel

Both publicly and in private the British Government is being urged to follow Italy's lead and impose severe restrictions on Japanese car imports. The case for doing so would seem to be overwhelming. But is it?

The growing protectionist lobby has yet to put any meat on the bones of their claim that the Japanese have effectively closed their home market to imported cars, and until they do it is impossible to examine the merits of their case.

The facts relating to the massive imbalance in Japan's favour are irrefutable. This year she will sell some 80,000 cars in Britain while we shall export at most 1,500. Last year on the basis of similar figures the balance of trade in cars in Japan's favour was £63m. But it is the reasons being advanced by British motor spokesmen for their failure to sell in Japan which need closer examination.

Sir Raymond Brookes, president of the Society of Motor Manufacturers and Traders, has attacked what he describes as "the non tariff barriers usually to be found in small countries". He has pointed out hidden obstacles. When asked for details they have referred vaguely to bureaucratic administrator of homologation regulations (acceptance test for new cars). They claim that this can drag on for a year and, by the time clearance is obtained, new regulations make further modifications necessary.

They make great play of the long delay between the announcement of new regulations and the issue of British translations by the Japanese Motor Manufacturers' Association. The most frequently heard complaint is the impossibility of obtaining adequate dealerships under the present marketing set-up. British sales executives returning from Japan insist that the two major Japanese car makers have effective control of all available dealerships in the 20 large cities which account for 80 per cent of all Japanese car sales. In many cases "it amounts to full financial ownership."

Where Japanese dealers are available they demand such profit margins that British cars sell at two and three times their United Kingdom retail price.

Yet taken point by point there seem to be answers to all these allegations which must be investigated before such a far reaching and potentially dangerous step as the erection of protectionist barriers is undertaken. For instance, can the import of Japanese cars be considered in isolation from the remainder of the growing trade between the two countries?

In the first nine months of this year Japan exported £443m worth of goods of all kinds to Britain while the reverse traffic accounted for £249m, a balance in Japan's favour of £194m. But a parliamentary question earlier this year elicited that on invisible earnings Britain has an estimated balance in her favour of between £50m and £200m.

In addition a study of the average monthly value of British exports to Japan in the first nine months of 1974 show that it is increasing by around £5m a month compared with a year ago. (It would seem from this that British industry in general is making a belated but promising start in the Japanese market which would be endangered by a trade war.)

On the question of homologation and other problems with regulations, Japanese spokesmen insist that they have as many if not more difficulties to overcome when exporting to EEC countries including Britain.

Nissan-Datsun for instance say that they had to wait 18 months to obtain approval to sell their 180 E estate in Germany. There is, however, a loophole in the present agreement which allows a manufacturer to be exempted from homologation regulations. The paper work covering these regulations weighs 36lb.

A company with European regulations they have to replace steering wheels, modify ignition leads, alter the size of number plate holders, strengthen the pillar for seat belt anchorages, vary the thickness of safety glass, reinforce floors, change side and rear lamps and use tyres of different construction.

The Japanese are particularly critical of British complaints that regulations in Tokyo are not available in English until several months later. They point out that the S.M.T. does not offer any Japanese translation at all whereas their own Manufacturers' Association provides English versions. Also there is a six months to one year period of grace granted to importers before they are required to comply. There is no period of grace in Europe.

There is now no restriction preventing foreign firms investing in or establishing a subsidiary company in Japan to handle the import of cars. But a little known law prevents a wholly owned foreign firm from owning retail outlets. There is, however, a loophole in the present agreement which could be exploited—the Japanese Government have authority to waive the regulation or individual applications.

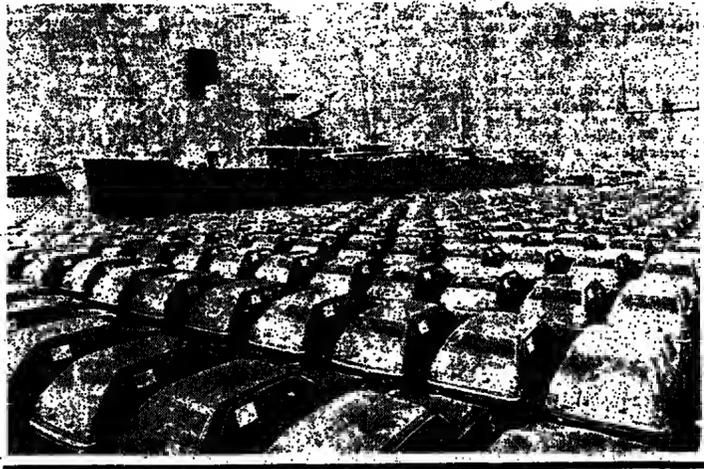
In a recent statement Nissan commented on this: "Since the Japanese car manufacturers themselves are well established in the retail market in Japan and thus in little danger from an outside 'invasion' it is felt unlikely that the foreign investment authorities would disapprove of any retailing application of this nature filed by a foreign motor manufacturer—though no such application has so far been made."

It is therefore clear that a Japanese car manufacturer's own retail outlets in Japan are well established and thus in little danger from an outside 'invasion' it is felt unlikely that the foreign investment authorities would disapprove of any retailing application of this nature filed by a foreign motor manufacturer—though no such application has so far been made."

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Japanese case on car restrictions threat



Clifford Webb looks at the Japanese motor industry in the light of many voices urging severe restrictions of their car imports to this country. But as he points out the question needs closer examination.

foreign manufacturer can establish his own 100 per cent owned subsidiary in Japan for imports and wholesaling purposes without being subject to government intervention, approval or red tape."

The statement adds that such a company could appoint Japanese-owned retailers without hindrance. This does not, of course, answer the basic complaint that such dealers are not available because of the blanket coverage policy of Nissan and Toyota.

Nissan have repeated their offer to sell cars in Britain to establish itself in Japan by making available space on its special car carrier ships returning from Europe and also to service BL cars through its Japanese retail outlets. The spokesman says this is not because they say there are too many hidden strings.

Asked why British manufacturers do not sell more cars in Japan if, as they claim, the door is wide open, Japanese spokesmen say the answer is to be found in British boardrooms and not in Tokyo. The difficulty in trying to sort out these complex counter-claims is that they ignore the present depressed state of the Japanese economy. It may be that the Japanese are prepared to make a real effort to open their own market to foreign cars, but they do so from an established position of strength in Europe which is becoming increasingly unacceptably white.

Thousands of German, French and Italian car workers are being thrown out of work and a similar spectre looms in Britain.

One suggestion now finding support is that a summit conference of Japanese and European car chiefs should be called as a matter of great urgency. In the past, under the threat of protectionist measures, this has produced results in the shape of voluntary export restraints by Japanese manufacturers of other goods.

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Business Diary in Europe 'East Indies deaf'

Plans by Estel, the third largest steel company outside the United States, to invest in South Africa has caused a storm of protest in the Netherlands. A paradox, one of many, of the co-existence of industry and politics there.

Those who might think from afar that the Dutch necessarily feel affinity to their African nephews are much mistaken. The majority of public and political opinion approves the relentless condemnation of apartheid and white domination in southern Africa, while a vocal minority remains in favour of continued contact.

But both politics and public opinion are, as the Dutch say, "East Indies-deaf" to the fact that practically every one of the multinational firms for which the public must thank its present almost unequalled west European prosperity has a fully owned subsidiary and considerable investments in that part of the world.

Estel, Dutch dominated combination of the former Hoo-govens and West German Hoesch, is now considering taking a 7 per cent share in the South African Saldanha steel project, a new steel plant in which the South African State in the form of Iscor has a 51 per cent interest. The existence of the plan was brought into the open by André Kloos, former chairman of the European Association of Socialist Trade Unions, an Estel board member representing the employees.

Gerhard Beil: pictured at the weekend after a hectic two-day visit to Britain. He is on record as telling the board that he had no objection to the investment, so long as there was no discrimination between the employees there on grounds of race, colour and creed, and freedom of trade union activities was guaranteed. But the socialist dominated Dutch Government, representing the States in Estel, has limited its reaction so far to mild surprise and promises of further consideration. They seem resigned to the fact that their country's over industry is strictly limited, but there is no sign that the often heard moral protest could materialize in the political act

of, as the world council of churches has demanded, selling up the State's shares and refusing to collaborate.

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Dr Beil was down in address the GDR section of the London Chamber of Commerce, and to call on ICI, GKN and BSC—all to be fitted in between meetings with Peter Shore, Secretary of State for Trade, Lord Bewick, Minister of State for Industry, Eric Deakin, the Parliamentary Under Secretary of State for Trade, and officials of the British Overseas Trade Board.

year's crop, or any prospect of lower prices.

The crop in Jerez was about a fifth down on 1973, bringing more or less within normal limits. But even if Jerez had been awash with grape juice, the bodega keepers would still be far from tears.

Like Scotch or port, sherry has no age. Even a modest cottle spends about three years "growing" in the dim bodegas and in being "educated" through blending with yet older wines. This year's grapes, for instance, are unlikely to be decanted from bottles here in Britain before 1977 or 1978.

Business Diary in Europe is reluctant to conclude a Christ-massy story on an unhappy note, so putting the best face possible on the preceding transactions, we're glad to pass on an assurance from Spain that so far as sherry-makers are concerned—prices, high though they may be, should remain stable for "some time to come".

Sunk! Helmut Schmidt, the West German Chancellor, was not alone in facing a critical audience when he appeared before the Labour Party's Europe conference in London over the weekend. George Thomson, the EEC Commissioner responsible for regional affairs, found himself in Hull, which is in turn one of Britain's more sceptical regions.

Thomson might have been forgiven for thinking himself upon safe ground, for he was addressing a meeting of textile magnate Ralph Yablon's pro-Market Danton Foundation. But things got off to a bad start with the chairman, the socialist Lord Peattie, introducing George Thomson as "George Brown" (although to be fair, Lord George-Brown is also a pro-marketist). Thomson then came mildly unstuck, as many politicians do, when he embarked on some Dundirk imagery. Yorkshire has some active and as well as pro-marketers in the business community. Thomson had begun to say that approval of EEC membership, Britain was better off in a big ship than going it alone in a small boat.

overcome, few yet think that careers in both business and politics are compatible.

Visentini, born 60 years ago at Treviso near Venice, is a man of many parts. He sits in Parliament for the Republicans, the junior partners in Aldo Moro's Christian Democratic-dominated coalition, and is one of Italy's leading tax experts.

In industry, he was for years deputy chairman of the vast public sector corporation IRI, until he was replaced by the late president of Olivetti and vice-president of Confindustria, the private industrialists' confederation.

PARKER TIMBER GROUP LTD.

OUTSTANDING GROWTH

The Annual General Meeting of Parker Timber Group Limited was held on November 29th in London. The following is an extract from the circulated statement of the Chairman and Joint Managing Director, Mr. K. Whitty—

Group Trading Profit, before tax for the year ended 31st March, 1974, was £2,051,006 compared with £1,163,885 in the previous year. The Directors recommend a dividend of 1968p net per share. This is equivalent to 11.76 per cent gross (1973 11.2 per cent adjusted for scrip issue 12th November, 1973) and allows the maximum permitted increase.

TIMBER AND PLYWOOD. Activity in our divisions has been at a satisfactory level and our policy of controlled expansion and improvement has augmented profits in these areas. TIMBER ENGINEERING AND MANUFACTURING. Our pallet divisions enjoyed further growth and units are now established in London, Manchester, Nottingham and Reading. EXPORT PACKING AND STORAGE. Parker International Limited have had a very successful year. All branches are extremely busy, and demand is at a higher level than for many years. PACKAGING MATERIALS AND CORRUGATED CONTAINERS. A Letter & Co. Limited, who have premises in Croydon, Swanley and Deptford, have achieved good trading results. In particular, carton manufacturing in Deptford has exceeded expectations. CURRENT TRADING. Trading for the first five months has been at an increased level of turnover, but at reduced margins due in part to increases in overhead costs. Despite these current difficulties, we are confident that, unless there is a further deterioration in our markets, and provided commodity prices stabilise, the Company will enjoy a successful year in 1974/75. PARKER HOUSE, 144 EVELYN STREET, DEPTFORD, LONDON SE8 5DE.

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COURT CIRCULAR

BUCKINGHAM PALACE
December 1: The Duke of Edinburgh, as President of the Federation of Equestre International...

A memorial service for Mr Dudley Delevigne will be held in Grosvenor Chapel, South Audley Street, W1 on Wednesday, December 4, at 11.30 am.

Birthdays today

Miss Maria Callas, 51; Sir Raphael Cilento, 81; Sir Walter Edmondson, 82; Mr Ian Finlay, 68; Sir Paul Grey, 66; Sir Joseph Hallworth, 90; Sir George Hallowell, 69; Major-General G. G. Rawson, 87.

Today's engagements

The Duke of Gloucester, as president of the National Association of Boys' Clubs, opens the Downside and Worth Boys' Club, SE, 7.15. Princess Alice Duchess of Gloucester attends reception to mark the Multiple Sclerosis Society's twenty-first anniversary...

Churchill Centenary Trust

All banks have agreed to receive donations to the Churchill Centenary Trust across their counters, from the public as well as their own customers, until December 6. The trust is asking for £1m to complete two national memorials to Sir Winston Churchill...

Christening

The infant son of The Duke and Duchess of Marlborough was christened Edward Albert Charles on Sunday, December 1, by the Rev J. E. James, assisted by Canon H. Firth, in the Chapel at Bloemfontein. The godparents are The Earl of Derby (for whom Lord Charles Spencer-Churchill stood proxy), Lord Ashcombe, Mrs Neil McConnel, the Princess of Bavaria (for whom Lady Rosemary Muir stood proxy), and the Hon Mrs Charles Cecil.

Marriages

Hon M. R. Arthur and Miss V. R. Hall. The marriage took place on Saturday at Kilternan Church, Co. Dublin, of the Hon Matthew Richard Arthur, younger son of Lord and Lady Glenarthur, of Stairaird, Mauchline, Ayrshire, and Miss Veronica Rosemary Hall, daughter of Captain and Mrs Michael Hall of The Bridge, Kilternan, Co. Dublin. The Rev John Fisher officiated.

The bride, who was given in marriage by her father, was attended by Patrick Wilson, John de Robeck, Oliver Jones-Davis, William Galbraith, Victoria McDermott, Camilla Conolly-Carew, Fiona Galbraith and Gunilla de Robeck. Major the Hon Simon Arthur was best man. A reception was held at the Royal Dublin Society and the honeymoon will be spent abroad.

Mr J. R. Aykroyd and Mrs L. M. Phillips. The marriage took place quietly on November 29, 1974, between Mr Richard Aykroyd and Mrs Marina Phillips.

Comte J. de Druve and Mrs E. Fane. The marriage took place in London on Saturday between Comte Jacques de Druve, son of the Comte and Comtesse de Druve, of 37 Avenue Bugeaud, Paris 16e, and Mrs Barbara Fane, widow of Captain Edmund Fane, of Boyton Manor, Wiltshire.

Mr M. J. Voegesauer and Miss M. Tweedie. The marriage took place at St Mary's Church, Cadogan Street, on Thursday, November 28, between Mr Michael Voegesauer and Miss Margaret Tweedie. Father Antony Frenchie-Mullen officiated. The bride was attended by Toby Hudson, May and Amy Tennant, Captain Edmund Fane, and Peter and Colonel Prince Lieven. Reception at Claridge's Hotel.

Mr S. J. Beatty and Miss C. E. Young. The engagement is announced between Stephen, younger son of Mrs A. V. Young, of London, SE26, and Claire, daughter of the late Sir Alastair Young and the late Lady Young, of Rhu, Dumfriesshire.

Mr I. R. McNeil and Miss C. A. Ferard. The engagement is announced between Ian Reddie McNeil, of The Harrow, North Street, Midhurst, and Claire, daughter of the late Captain J. R. McNeil and Lady Rebekka, of Stobhill House, Inver, Midlothian, and Caroline Anne Ferard, of 101 Ebury Street, London SW1, daughter of the late Lieutenant-Colonel and Mrs R. L. Ferard.

Mr S. P. Berry and Miss E. Wilmsdorfer. The engagement is announced between Simon Philip, son of the late Mr J. G. Berry and Mrs Joan Berry, of Netherthorpe, Huddersfield, Yorkshire, and Elizabeth, daughter of Mr and Mrs Hans Wilmsdorfer, of Rio de Janeiro, Brazil.

Dr S. McE. Brown and Miss A. J. Way. The engagement is announced between Stuart McEwen, eldest son of Mr and Mrs Alan Brown, of Weydown Road, Haslemere, and Alison Jane, daughter of Mr and Mrs John Way, of Rose Walk, Purley.

Mr D. M. C. Chichester and Miss F. J. R. Alsopp. The engagement is announced between Dermot, son of the Hon Desmond and Mrs Chichester, of Essexdown Close, Hatfield, Hertfordshire, and Frances, eldest daughter of Mr and Mrs Michael Alsopp, of Little Coxwell Grove, Farnborough, Oxfordshire.

Mr S. G. Davidson and Miss M.-L. Costantino. The engagement is announced between Simon Garth Davidson, son of Mr A. G. Davidson, of Eyre Park Square, London, and Mrs A. Y. Crowther and stepson of the late Dr Harold Crowther, of Blewbury, Oxfordshire, and Miss Marie-Louise Costantino, only daughter of Mr and Mrs Arturo Giovanni Costantino, of Maclean, Virginia, United States.

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Difficulties lurk in debate over bishops

By Clifford Longley, Religious Affairs Correspondent

Negotiations between the Church of England and the Government about a new procedure for the appointment of bishops can be expected to start soon. The difficulties are, however, not as simple as they seem. The Rev John Fisher, who is in charge of the negotiations, has said that it is going to be a long and difficult process.

Although it was back in July that the general synod made plain its desire for control over episcopal appointments, nothing much has happened since. Officials of the general synod felt they had to wait until a new Archbishop of Canterbury was appointed in the autumn, until there was a Government at Westminster with a reasonable prospect of some years of life ahead of it, and until tempers had cooled a little inside the church itself.

All three conditions now apply, and the informal contact on this question between church and state which has existed so far is likely to be made more formal. No machinery of government exists to handle such matters, and it is an open question whether the Prime Minister and his advisers will want to establish some. Indeed, the Government's attitude is an unknown quantity; it is possible that the church will get exactly what it wants.

Forthcoming marriages

Mr M. A. Hudson and Miss P. Lawson Johnson. The engagement is announced between Martin Arthur, second son of Mr and Mrs Philip Hudson, of Newbridge Mill, Sussex, and Primrose Pearl, eldest daughter of the late Hugh and Mrs Lawson Johnson, of Meibourne Park, Bedfordshire.

Mr S. J. Beatty and Miss C. E. Young. The engagement is announced between Stephen, younger son of Mrs A. V. Young, of London, SE26, and Claire, daughter of the late Sir Alastair Young and the late Lady Young, of Rhu, Dumfriesshire.

Mr I. R. McNeil and Miss C. A. Ferard. The engagement is announced between Ian Reddie McNeil, of The Harrow, North Street, Midhurst, and Claire, daughter of the late Captain J. R. McNeil and Lady Rebekka, of Stobhill House, Inver, Midlothian, and Caroline Anne Ferard, of 101 Ebury Street, London SW1, daughter of the late Lieutenant-Colonel and Mrs R. L. Ferard.

Mr S. P. Berry and Miss E. Wilmsdorfer. The engagement is announced between Simon Philip, son of the late Mr J. G. Berry and Mrs Joan Berry, of Netherthorpe, Huddersfield, Yorkshire, and Elizabeth, daughter of Mr and Mrs Hans Wilmsdorfer, of Rio de Janeiro, Brazil.

Dr S. McE. Brown and Miss A. J. Way. The engagement is announced between Stuart McEwen, eldest son of Mr and Mrs Alan Brown, of Weydown Road, Haslemere, and Alison Jane, daughter of Mr and Mrs John Way, of Rose Walk, Purley.

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the church will get exactly what it wants. On the other hand, it is equally possible that it will have to run the gauntlet of a full-royal commission.

So far there are no indications that the Government will shift from its benign neutrality towards church and state. It has shown on the issue of worship and doctrine. It will want to give the church what it is asking for, given that the general synod's mind has been so clearly stated.

The synod voted by a substantial majority for a motion asking that the church should be given the right to nominate bishops. In the nomination of bishops, and that the process of selection should be handled by a small ecclesiastical committee consisting of local and national church representatives.

This looks deceptively little to ask, and if no wider issues were raised, there seems to be no reason why the Government should not agree. But the relationship between church and state is such a complex one that discussion is almost bound to lead into general constitutional matters.

It would be a new departure in the evolution of the British constitution for any person or body apart from the Prime Minister to have the right to nominate members of the House of Lords, for instance. If bishops were chosen by the church, and the senior bishops of the church kept their automatic right to sit in the House, this would become the position.

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Parliamentary diary

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OBITUARY

MR PHILIP C. GARRATT Services to Canadian aviation

Mr Philip Clarke Garratt, former vice-president and managing director of de Havilland Aircraft of Canada, Ltd, died on November 27, aged 80. He was born in 1894 and served in the Royal Air Force for nearly 30 years with the company but retained a seat on the board until 1971, when he severed his last official ties with the company.

During these years he guided de Havilland from a small aircraft assembly operation to an international leader in STOL (short takeoff and landing) aircraft design and production. He was awarded the McKee Trophy for meritorious service in the advancement of Canadian aviation in 1951 and the McCurdy Medal for his contribution to aviation in Canada in 1950, and was again awarded the McKee Trophy in 1955.

In 1971 he was awarded the Canada Medal. In April, 1974, by Order-in-Council, the federal Government presented him with a lifetime pilot licence and in July he was elected to the Canadian Aviation Hall of Fame.

Garratt began his flying career as a student pilot at Curlew Aviation School, Toronto, in 19

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THE TIMES

BUSINESS NEWS

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GKN Transmissions at the Smithfield Show, Stand 344 Main Gallery, Earls Court.

Composite Bill on nationalization likely but NEB is Benn priority

Maurice Corina, Industrial Editor

Nationalization of the aircraft, shipbuilding, ship repair and marine engine industries is likely to be effected by next year by means of a single Bill rather than separate pieces of legislation. This is seen as a means of limiting parliamentary opposition as well as achieving a certain administrative neatness.

Mr Anthony Wedgwood, Secretary of State for Industry, will, however, be concentrating his attention for the time being on publishing a new Industry Bill before the Christmas recess for Christmas. He will consolidate the existing Industry Act, and contain provisions for establishing the national Enterprise Board and reorganizing important companies, to negotiate voluntary plans and agreements with their existing Whitehall departments.

The Department of Industry's intentions are expected to be outlined by Mr Benn at Wednesday's post-Budget meeting of the National Economic Development Council.

The Prime Minister has decided not to act as chairman, originally expected, and this will enable the Chancellor to press that the proposals for nationalizing more institutional funds into industry and other measures should not disrupt the NEB's statutory responsibilities.

Both Mr Healey and Mr Benn are apparently agreed, after recent Cabinet discussions, that Labour's industrial policy can be made more acceptable to the business community by first redirecting funds through Finance for Industry (at no cost to public expenditure) to companies, solving problems of promoting rural reforms to the NEB. The pressure on industry to plan agreements under which private industry will provide information about investment, manpower and other policies in return for granted incentives or special financial assistance is expected to come from their own forces, rather than from the Government.

Mr Benn will be at pains to ensure that the new Industry Bill and which could compel companies to negotiate

BSC fears intervention threat to 10-year plan

By Peter Hill

A major battle between the Government and the British Steel Corporation is looming over the state steel undertaking's scheduled plant closure programme and its desire to implement substantial price increases at the beginning of next year.

Both sides have been shadow boxing to a large extent over the closure review ordered early this year by Mr Wedgwood, Secretary of State for Industry. But it is clear that the corporation's 10-year development plan, now being seriously threatened, although Lord Beswick, Minister of State for Industry, who is carrying out the closure review, has been at pains to assert otherwise.

The BSC has always maintained that closure of old and uneconomic units forms an integral part of its development strategy. This is geared to the production of steel from around half a dozen main centres and involves the shedding of about 40,000 workers.

Without the closures, the investment programme—now valued at more than £4,000m against the original £3,000m—would not make sense, the BSC has argued.

Lord Beswick has been meticulous in his study of the individual plant closure cases, consulting extensively with local authorities and trade unions. Progress of the review was, however, disrupted for six weeks by the October General Election.

Within Whitehall there appears to be a feeling that it would be wise to produce an interim report covering the closures planned to take place in England and Wales, while the Scottish closures should be treated in a separate report. Such a plan is opposed by the BSC.

But the Scottish redundancies are the most sensitive. Although the number expected is likely to be less than the 6,000 originally envisaged, closures at all are being fiercely opposed by the Scottish TUC.

Last week the disquiet was expressed in a motion submitted in Parliament calling on Mr Benn to refuse the closure of Scottish plants until alternative employment is provided. This motion was subsequently amended by the Scottish Nationalist MPs, who do not accept the inevitability of the closures implicit in the motion.

Meanwhile the issue of prices has still to be resolved. BSC maintains that higher charges are vital if the corporation is to succeed in meeting its targets for return on capital over the next few years, particularly in view of the huge increase in costs experienced since March last year.

ECGD premiums to be raised soon

By Melvyn Westlake

British exporters will soon have to pay more for insuring against defaulting overseas buyers. A rise in premiums of the Export Credits Guarantee Department, which underwrites about 36 per cent of all British exports, is expected to be announced in the next few weeks.

In a separate move, the Government-run ECGD will seek powers from Parliament later this week to repay with the help of the Exchequer £85m of the clearing banks under the scheme for providing cheap credit to exporters. There is at present no provision under its constitution for repaying this debt which has been mounting up over two years.

A hint that premiums for export credit insurance would shortly be increased was given at the end of last week by Mr Robert Fell, who heads the department. He said at an export conference that the ECGD faced both rising costs and increased claims. The cost of cover against normal commercial risks is expected to rise from 25p per £100 worth of goods insured, to about 27p or 28p. With the international business climate becoming increasingly difficult there was a three-fold jump in 1973-74 in the number of claims by exporters unable to extract payment from overseas buyers.

As trading conditions have deteriorated still further since last year, the department's claims are likely to show a steeper rise. The underwriting operation for short-term export credits has been unprofitable for a considerable time, but premiums have been held steady for many years.

Mr Fell, who leaves the ECGD at the end of the year to become chief executive of The Stock Exchange, reports a surge in demand for export credit insurance in recent months. This partly reflected the continuing rise in the value of exports, but was probably also attributable to a growing uncertainty in the business climate throughout the world, largely because of inflation.

As a result, individual buyers as well as whole nations are now more risky prospects. The department is obliged to pay its way, taking one year

Saudi hint of 'full oil takeover' by year's end

Bahrain, Dec 1.—The final stages of the oil ministers' conference here were overshadowed today by a Saudi Arabian statement that Arabs might have full ownership of their oil at the end of this year.

The remark came in the middle of an unscripted speech by Shaikh Ahmed Zaki Yamani, Saudi minister, at a ceremony here yesterday to inaugurate the construction of a dry-dock complex sponsored by the Organization of Arab Petroleum Exporting Countries (OPEC).

There was a time when Arabs left their oil to be controlled by foreigners, Shaikh Yamani said, then added: "But by the end of this year, God willing, we shall see the end of that era and the Arabs' full ownership of their oil will return to them."

No clarification was available of Shaikh Yamani's statement which, taken literally, would mean increasing state ownership of foreign operating companies from an average of 60 per cent under existing participation agreements to the full 100 per cent.

While usually well-informed sources said the statement should be taken seriously, some observers believed the minister might have intended to refer to the oil contracts in the world's biggest oil exporter.

There has been talk before now of a total Saudi takeover of the giant Arabian American Oil Co (Aramco).

If the Saudis were bought out, observers said, it could give a lead to other Gulf states to boost their share in the foreign companies. All such participation agreements provide for revision at any time.

There was no indication that more contracts with terms being added to the agenda, and a second closed-door meeting last night ended after little more than two hours.

The ministers were expected to finish their work this morning and return to Riyadh in the afternoon. Reuters.

Ralph Izard writes from Bahrain: OPEC oil ministers' completed their thirteenth routine meeting here today with no big surprises for consumer countries.

A brief communiqué issued late this afternoon stated that apart from approving the secretary's budget for next year, the meeting had agreed on distribution of the capital shares of the organization's Arab Petroleum Investment Company, and that the company would come into being as soon as its agreement was ratified by member states.

Mr Abdul Rahman al-Atiqi, OPEC's secretary-general, later stated that ratification could not be expected before the next meeting, due to be held in Kuwait next May.

The capital shares had been oversubscribed, however, and a minimum of 3 per cent and a maximum of 20 per cent had been set.

Lack of liaison hinders US decisions on energy policy

Frank Vogt, Washington, Nov 29

President Ford will not be ready to announce his long-pending national energy programme until mid-January at the earliest, according to senior administration officials.

The serious delay is being attributed widely to the President's preoccupation with other matters and to a high level of internal administration struggle over who should have responsibility for the formulation of energy policies.

The recently announced States international energy policy initiatives were primarily worked out almost entirely by the Department of State, sources said. Surprisingly, neither the Department of Energy nor the Federal Energy Administration were consulted before the announcement of these initiatives by Dr Henry

20 companies in CBI study

By Our Industrial Editor

About 20 companies have agreed to provide detailed information and documentation for a Confederation of British Industry study of the development of corporate industrial relations.

One of the aims is to establish how present policies came about and the lessons learned. It is likely that a manual based on research results will eventually be issued to industry at large.

Besides the specific help of the selected companies, many others will be asked to indicate their practice and views.

Meanwhile, the CBI is continuing to voice its strong objections to the Government's Employment Protection Bill. A members' bulletin sent out yesterday objects to what is described as one-sided legislation, unfairly biased in favour of trade unions.

Despite the assertions of Ministers that there should be no legal restrictions on free collective bargaining, legal obligations are now to be imposed on employers in areas which have traditionally been subject to negotiation or voluntary agreement more appropriately be dealt with in codes of practice. Also many of the proposals have serious cost implications, the CBI states.

Future of Firth Brown rests with Government

Future control of Johnson Firth Brown, the Sheffield steel and wire maker, after it is approached from both public and private sectors of the industry, now seems to be in the hands of the Government.

The British Steel Corporation is believed to have made a formal offer worth around £16.3m for the whole of the JFB equity. And a bid from Laird Securities, a stake of 34.3 per cent in JFB is believed to be seeking monopoly clearance. Laird, which has already arranged finance for its offer, owns Patent Shaft Steel Works, a major United Kingdom steel producer.

Another interested party is believed to be Dunford & Elliot, which already holds 69 per cent of Firth Brown.

Steel industry sources were in agreement yesterday that the Government's view would prove paramount. The European Steel Commission, while clearly involved, was thought unlikely to veto a move by either British or United Kingdom private sector.

The Government would have to judge its decision in the light of possible monopoly implications, as well as of public versus private ownership policies.

It will also have to consider the attitude of the workers at JFB who, nervous regarding job security, have joined with the JFB board in saying that any unwelcome bid particularly from BSC would be resisted. The view of the trade unions was a crucial factor in deciding the outcome of the struggle for Geo Kent.

Sugar users protest at price rise Order

By Hugh Clayton

Food processors who use sugar have protested to the Government about a concession in price controls that has been awarded to cane end beet refiners but not to companies that use white sugar.

Refiners were enabled by an Order laid down by Mrs Shirley Williams, Secretary for Prices and Consumer Protection, to impose their last price rises immediately, without enduring the 28-day scrutiny by the Price Commission that is imposed on all of the other 150 manufacturing companies in Category One.

Mr Tim Fortescue, secretary-general of the Food and Drink Manufacturers' Council, said: "Refiners have been allowed to dodge the Price Commission, but users have not." He added that a protest had been made to the Government by the sugar users' group in the council.

This includes the Cake and Biscuit Alliance, the Cocoa, Confectionery and Cereal Alliance and the Food Manufacturers' Federation, which covers all other main users including those who make soft drinks.

More than half of the cost of sugar is accounted for by sugar, while bakers and confectioners together use more than a quarter of all sugar supplied in Britain.

Mr Fortescue said that food processors were worried that the Government's policy of concentrating available supplies on refiners would continue next year.

Users were not reassured by statements from Brussels that the EEC had accepted the principle of making good Britain's sugar deficit in 1975.

The Community had not yet shown that it was able to secure enough sugar in the present world shortage.

If it did not, then judging by government policy in Britain this year, food processors would again face a more severe supply cut than refiners.

Sugar users want to ensure that refiners get a fair share of supplies on the grounds that they supply the housewife with sugar as much as the refiners do," Mr Fortescue said.

EEC ministers had allowed Britain to pay as much as it needed above the Community price to secure a minimum of 1,400,000 tons of cane from the developing Commonwealth came here next year. But sugar users in the food industry feared that if the retail price in Britain was subsidized down to the Community price, the price to industrial users might not be.

Fiat pact gives unions voice in management

From John Earle, Rome, Dec 1

An immediate return to full-time working, followed however by a 25-day Christmas shutdown, are the most immediate features of a reaching agreement concluded between Fiat and the trade unions.

The agreement, reached yesterday, gives the unions a say in decision-making processes of Italy's biggest private company.

The management has undertaken to examine jointly and systematically with the Metalworkers Federation future production activities, capital investment programmes in the Mezzogiorno, reorganization and diversification initiatives, and the organization and mobility of manpower.

Each month the management will give the unions details of the previous month's output and of unsold vehicle stocks (at present more than 300,000). Starting on January 7 it will conduct with the unions quarterly reviews of output and of the implementation of production programmes.

The unions have accepted the need to reduce working hours if certain targets of unsold vehicles up to next April are exceeded.

The company has also pledged not to make redundancies throughout 1975 in the labour force of about 200,000. It has also agreed to keep overtime working to a minimum.

This agreement for collaboration with the unions is the blueprint whereby Fiat hopes to survive the world automobile crisis which in Italy has brought a 30 per cent drop in registrations in October compared with those 12 months earlier.

The agreement is expected to bring pressure on Italy's second car manufacturer, state-owned Alfa Romeo, to reach a similar settlement.

NatWest head reiterates denial of Sindona loss

By Christopher Wilkins

In an uncharacteristic rebuttal of stock market rumours, Sir John Pridaax, chairman of National Westminster Bank, has reiterated that the bank has no outstanding liabilities or losses in relation to the Sindona group of banks or from other foreign exchange operations.

In a statement at the weekend he said that after a detailed investigation, International Westminster Bank was satisfied that the alleged letter sent to a Sindona bank authorizing foreign exchange transactions was "false". Supporting documents have been sent to the Milan authorities.

Sir John also denied that the bank had received support from the Bank of England and asserted that no discussions had been held about the possibility of making a rights issue.

C & W chairman rebuts charges of mismanagement

By Kenneth Owen

Criticisms of mismanagement in Cable and Wireless, the government-owned international communications company, which are published in the current issue of Social Audit, were rebutted yesterday by Mr Harry Lillier, chairman of the company.

The current issue refers to complaints by "senior executives of weak management, overstaffing and the treatment of certain staff by the company's head office; and of inadequate control over the company by the Treasury, as principal shareholder."

Mr Lillier said yesterday: "I do not believe that Social Audit has been approached by anyone that I would regard as a senior executive."

The journal also publishes a table showing losses totaling £3.5m (including almost £2.5m for Coltronic) incurred by Cable and Wireless subsidiaries over the past four years.

Mr Lillier said that the losses should be considered in relation to Cable and Wireless's overall profits for the same period of between £35m and £40m.

Department of Industry Business Statistics Office.

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Declining car sales pose threat of more cutbacks and redundancies

By R. W. Shakespeare

Another round of difficult labour problems in the motor industry, which will today have thousands of workers again idle because of strikes and lay-offs, is taking place against a background of mounting concern about employment prospects in the car plants.

There are increasingly strong grounds for believing that redundancies to date, like those announced among white collar workers at Chrysler UK last week, may be only an indication that some bigger cut-backs on the lines of those being experienced in the United States and European car centres could be on the way here.

A combination of trends all point to an extremely difficult period ahead for the industry. The home market for new cars is falling fast and some of the industry's forecasters believe that it will be down from around 1.7 million to about one million next year.

Foreign penetration of this dwindling market has increased and is increasing. Overseas manufacturers have large stocks of unsold cars, with a sizable proportion of them already in showrooms in this country. They are only too anxious to snap up the orders that British plants fail to meet, often through disputes and production delays on the models most in demand because of increased petrol prices.

It is in the "volume" production car plants that the main problems exist. The experience in Chrysler probably the most worrisome of the "big four" car makers in Britain—is an illustration of the trend.

The white-collar redundancies just announced are symptomatic of a much more deeply rooted malaise. Before the two big strikes in Coventry last year, which cost Chrysler more than £40m in lost output, the Ryton car assembly plant was producing the company's top selling Avenger range at the rate of 3,500 a week.

By early this year the output had been reduced to 2,900, and last month this was cut again to 2,600. Now Chrysler says that by January output at Ryton will be down to 2,200, which means that in some 18 months planned production will have been reduced by more than a third.

Chrysler has been obliged to reduce its payroll of staff employed to match this cut in output, initially by a policy of not replacing personnel who have left the company and now by direct redundancies numbering some 700 throughout the British operation, including 400 in the Midlands.

British Leyland's biggest problem for the past year or two has been that largely because of disputes in its own plants and in those of its component suppliers it has failed to achieve production figures to match the demand for its cars. There are clear signs that this is no longer the case although the company still produces enough of the right cars to meet the changed market conditions.

Although British Leyland retains the biggest share of the home market, having lost it briefly to Ford at one period during the year, it has suffered badly from foreign competition and now finds exporting more difficult.

British Leyland is faced with another major labour dispute. All Triumph car production has been halted and about 3,000 workers are idle because of a strike by 1,000 assembly truck workers in Coventry.

Already Triumph has lost more than £10m worth of car production over the past three weeks. In the present climate a big proportion of these sales will never be recovered.

David Young writes: The four chief British motor manufacturers are expected to submit new applications to the Price Commission, which if approved will increase the cost of new cars by around 10 per cent.

British Leyland is likely to be the first of the four to submit an application with Ford, Chrysler and Vauxhall seeking similar rises.

The reasons for the applications, which if submitted before the end of this year will be the fourth series in a 12-month period, are rising labour and raw material costs.

2001

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On other pages

Business appointments 20
Appointments vacant 11, 25
Financial Editor 19
Financial News 20, 21, 22
Management 18
Diary 19
Unit trust prices 22
Share prices 23
Bank Base Rates Table 22
Company Meeting Report: Parker Timber Group 19
Interim Statement: Westrick Products 18
Company Notice: Charter Consolidated 22

Lending rate 11½ pc

The Bank of England's minimum lending rate will be held at 11½ per cent this week. The following are the results of Friday's Treasury Bill tender:

Application	£27m	Allocated	£100m
Subscribed	£110m	Rejected	£83m
Accepted	£110m	Resubmitted	£11m
Next Friday	£250m	Resubmitted	£250m

Management

Edited by Rodney Cowton

Heart and head must work together

Twelve pages of job advertisements for managers, senior executives, professional and technical specialists appeared in a recent issue of *The Sunday Times*. More than 200 jobs were displayed with salaries from £3,000 to over £10,000.

Potential candidates were wooed with descriptions of exotic equipment that they would be designing, building, operating, servicing or selling. Successful job seekers are required to possess high level professional or technical qualifications or specialized technological expertise.

Technology is all; not one advertisement for a manager specifies the need for personal qualities which will win the respect and enthusiastic cooperation of those he will be managing. One advertisement states that in business today there is no room for the individualist.

Most commentators agree that we have a crisis of confidence and morale within industry with fewer and fewer employees identifying themselves with the aims of their companies.

This age of meritocracy has apparently produced technocrats well qualified to deal with the machinery of technical change, but not leaders in management jobs with the qualities necessary to win the cooperation, the good will and the following of people on the shop floor working in the same enterprise.

The man part of management has been replaced with a computer symbol, at the cost of lack of understanding and empathy between the shop floor worker and the management problem solvers.

Technical sophistication has been developed but not the capacity for human inspiration. In some recent situations managers appear to have abdicated any leadership role and have left this vital function entirely to Trade Union officials.

These officials have been demonstrably more successful in influencing and leading their rank and file members than have managers in leading those same members in their role as employees. As a result we may be at the stage where managers' right to lead is open to question.

The leadership aspect of management has become more difficult in recent years. Traditionally a function of a leader has been to protect his people against the dangers and disadvantages of disruptive change, but much of modern management is concerned with creating and implementing change.

Change in industry has meant redundancy, transformation of traditional values and the overthrow of previously accepted pecking orders.

Many of the effects have been painful. Managers have been seen as the instruments of this ferment and pain, whilst Trade Union officials have often emerged in the traditional leadership role of protector to these situations.

However, the likely consequences of industrial change are well researched and recorded, probable reactions of a workforce can be reasonably anticipated.

So why has this generation of highly educated managers apparently failed to learn how to inspire its manual and clerical colleagues? Why is there frequently a greater gulf between shop floor worker and the graduate manager who is his father may be a blue collar union member) than that which existed between the old autocratic owner manager and his much less privileged employees?

As a consultant and a former industrial manager, I have had the privilege of working on industrial problems sometimes with teams of shop floor people and sometimes with groups of managers.

One of the facts of life I have observed over the years is that managers and work people are increasingly bringing different vocabularies to the same situation.

The new managers have been trained to think analytically and to abstract, to use words which are designed to convince on the basis of reasoning and intellect.

They have been educated to the ideal of "the rational manager"; seeking solutions which are based on careful study and reflection, on analysis and evaluation of facts. They have been taught in communication a factual analytic basis.

People with less formal academic education, however, tend to have a smaller vocabulary. They also use a different vocabulary, based on the dominance of physical activity in their life. They deal with practical, visible, tangible things not symbols or abstract thought. They expect their leaders to be visible, to be practical and to be available.

Many of the shop floor words are vividly descriptive with emotional overtones rather than with cold analytical meanings. I remember a production operator saying to me "By the time you take the four-letter words out of my job description there'll be—all left". His description was right. He had a filthy job carried out in appalling conditions.

Manual workers distrust arguments based on abstract analysis; they feel that they will be outsmarted by those who have learned more of the words and more of the rules of that game

Unhappy past experience of the consequences of cold economic reasoning, often leads them to be more responsive to those calls which are to the emotions of the spirit and the heart than to the ascetic calculations of the brain.

Modern managers must be professionals, they must be numerate, they must have technical know how, they need the capacity to analyse and the ability to stand back from a situation.

Technical managers who believe that it is only necessary to be right with their facts and in their reasoning, have little hope of providing effective leadership to those they seek to manage.

They need to understand some of the unquantifiable areas of feelings and sensitivities of the shop floor operative and to have the capacity and the will to communicate with the words of their audience and on a level of emotion as well as reason. A ration of well founded passion can be as valuable in management as in other spheres.

I sense that managers have become afraid of, or embarrassed about, the whole concept of leadership in recent years. We are so concerned about possible accusations of demagoguery or paternalism that we even avoid the leadership vocabulary words like loyalty, courage, sense of responsibility, team spirit, boss or superior. The behavioural scientists have taught us that the OK words are participation, group consensus, counselling and advisory.

A positive case could be made that this shying away from a leadership vocabulary is simply evidence of the worthwhile growth of industrial democracy and of the abandonment of autocracy; that it reflects greater participation in decision making by those affected by decisions.

Unions, however, have not felt it right to abandon the leadership vocabulary or the leadership role and whatever else they may be accused of it would not be lack of interest in the furtherance of industrial democracy.

Trade Union officials are referred to as union leaders; they appeal to the admirable emotive qualities of loyalty, solidarity, sense of comradeship and common purpose, and they use the language of their members in communications.

In recent civil service union action against temporary staff, it was union leaders who made the point that permanent staff were more loyal to their employers than the temps.

To not inconsiderable degree, able union leaders have stepped into the leadership vacuum left by managers, and are providing the cohesive

leadership force which is essential if complex modern industry is not to disintegrate.

Studies and surveys carried out in my consultancy work indicate that most people prefer to work in an organization where there is a sense of purpose, where decisions are made promptly, and communicated clearly, where departments act cooperatively, where individuals are made to feel insignificant and are encouraged to develop, and where the company is considered to have panache and style. In other words, people are hungry for good leadership not resentful of it; they will identify with managers having leadership characteristics.

In the postwar years much of management training emphasized the need for leadership qualities and analysed those qualities and the ways in which they could be fostered. Some of this was a development from the wartime military concepts of leadership fostered by teachers of management like Colonel Urwick and Sir William Slim.

They did tend to see industrial organization as akin to a military hierarchy with the foreman filling the role of the senior commissioned officer, often carrying on his experienced shoulders the young newly commissioned managers whilst they were learning the leadership part of their craft.

The foreman's role has been sadly neutered by the advent of functional specialists and high speed information systems. This gap which has been created in first line supervision has not been filled by the new generation of managers because they have not assimilated the ways and the folklore, the language and the values of the shop floor.

The characteristics emphasized by the post war management leaders may sound old fashioned today. They include integrity, and moral courage, team spirit and loyalty and will power; persuasiveness by example and by physical presence at the scene of action.

But however old fashioned these virtues seem, we may need to re-emphasize their importance to add to the numerous technological specialisms to help restore trust and confidence between managers and managed in industry. Both bears and heads are necessary for co-operative industrial efficiency as they are for individual life.

W. F. Younger

Managing Director of HAY, MSL Management Consultants and a past Vice-President of the Institute of Personnel Management.

LETTERS TO THE EDITOR

Long-suffering consumer is entitled to be consulted

From Mr H. A. Johnson
Sir, It is with grave concern that one notes the decision to exclude the Post Office Users' National Council from the negotiations between the Post Office and the Union of Post Office Workers, on the issue of reduced postal services (November 22).

Addressing the Institute of Public Relations at Eastbourne last year, Sir Geoffrey Howe, the Minister of Trade and Consumer Affairs, referred to the communications gap between the consumer and the purveyor of goods being at its largest in the public sector.

He went on: "It is of the highest importance that these bodies (the Community Health Councils in the reorganized NHS) should include people with whom the ordinary consumer is able to identify himself. It is not enough, the girl next door, then at least a substantial sprinkling of articulate young housewives and mothers."

One had hoped that this speech would mark a new era in consumer protection. Then the Councils of the Nationalized Industries, instead of being the under-publicized, little used, Cinderellas of consumer protection organizations, might begin to play a meaningful role. Alas, those hopes seemed to be ill-founded.

While one accepts the genuine concern of the Union of Post Office Workers to secure decent working conditions for its members; the exclusion of the consumer from participation in the talks seems totally unjustified.

It seems that the combined result of these negotiations and the proposed withdrawal of government subsidies is likely to be a 5p or 6p first class post and the end of Saturday collections and deliveries, with side-effects on Monday deliveries.

Surely the long-suffering consumer is entitled to be consulted at the meaningful stage of negotiations and not presented with a fait accompli in which the requirement to consult is rendered meaningless?

S15(1) of the Post Office Act, 1969, requires the Post Office... before it puts into effect any major proposals relating to any of its main services... "to refer the proposals to, and consult thereon, with the Post Office Users' National Council."

I would suggest that "consult thereon" in a case such as this means—invite representatives of the council to the talks in an attempt to reach a workable and amicable settlement between ALL parties.

Perhaps it is a little too much to hope that in an atmosphere of increasing trade union domination of the Government and the increasing failure to look at issues beyond the immediate effects on trade union members that such consultation will take place.

Yours faithfully,
H. JOHNSON,
Faculty of Law,
The University, Hull,
November 26.

Dialling the facts service proves a success

From Mr R. Woollicroft
Sir, We note with interest your article on November 25 on the BSC's attempts to improve communications, and in particular the reference to the new internal telephone information service.

Your readers might be interested to know that the *DoIt Mirror* has been operating such a scheme since September with astonishing success.

On that date we installed a two-service system! Dial-a-Fax and Dial-a-Figure. The status meets on Dial-a-Fax at recorded by the managing director or an appropriate functional director and the information on Dial-a-Figure to the finance director. Each of the two services has average over 2,500 calls a week.

The introduction of the service came from a suggestion of one of our joint management FOC (shop steward) consultants at St George's House Windsor, where IPC Newspapers has been holding its consultations over the past four years as a part of a programme to improve human and industrial relationships.

We were happy to give BSC and other important companies information on our experience. Yours faithfully,
R. WOOLLCROFT
Director,
IPC Newspapers Limited,
33 Holborn,
London, EC1.

£50,000 for all!

From Dr P. M. Mather
Sir, Mr C. W. Wells puts forward so persuasive an argument in his letter of November 25 (Hurray for the £50,000 year man) that I am convinced that the country's economic difficulties would quickly disappear if everyone in or out of employment were paid enough to allow them each to contribute £35,000 per annum to the Inland Revenue.

I do not think I am alone looking forward to this prospect with a mixture of awe and incredulity. Yours faithfully,
P. M. MATHER,
Department of Geography,
The University of Nottingham
University Park,
Nottingham.

Little left to cut

From Sir Reg Goodwin
Sir, Mr Calvert in his letter (November 19) states that GLC has its priorities the wrong way round in raising fares, London Transport and cutting little of our road building programme.

Despite his figures being wrong—we are in fact raising £36m on higher fares next year—be omits to state that the GLC has little to cut from its road building programme as we as the £2,000m Ringway scheme April, 1974.
REG GOODWIN,
The County Hall,
London, SE1.

Holiday money safeguards

From Mr Neville Roberts
Sir, It is depressing to read of the Government's new plans to safeguard holidaymakers' monies. These revolve around a reserve fund to stand behind bonds already lodged by travel companies with the Civil Aviation Authority, which, in turn, were introduced last year to stand behind bonds lodged by travel companies with the Association of British Travel Agents.

In all this there seems to be a remarkable reluctance to go to the root of the whole problem and legislate for the only true guarantee of holiday-makers' money. That is a trustee account system whereby customers would pay their holiday money, except possibly the booking deposit, direct into a trustee account set up either individually by travel companies or centrally by the Civil Aviation Authority.

That money would only be released by the trustees to the tour operator concerned after the client had returned from holiday and would be held on trust for the holidaymaker until completion of his holiday.

In addition to providing complete protection for holiday-makers' money against the tour operator going into liquidation between payment of

their holiday monies and the winding up of the tour operator, this scheme would also encourage tour operators to use their own capital and resources to finance their businesses rather than clients' money before delivering the goods.

It would certainly make for slower growth within travel companies but that could be no bad thing in the difficult times. It is certainly the only way to restore public confidence in the ravaged holiday business and such a system is already law in the United States.

Is it possible that the reluctance of Mr Peter Shore, the Minister responsible, to give this idea a proper airing is due in the personal satisfaction he might be gaining from watching bookings for the national tour operating companies, Sovereign and Enterprise, swell daily as a worried public turns to them—the only travel companies ultimately backed by an open cheque from the taxpayer.

I am, Sir,
Your obedient servant,
NEVILLE J. ROBERTS,
Chairman,
Aldgate Agency,
61 Bromley Road,
London, SW3,
November 22.

Industry in the Regions

Reminder of £100m EEC aid to the north

Despite the protestations of Mr Peter Shore, Secretary of State for Trade and other anti-marketeters Mr George Thomson, European Commissioner with responsibility for regional policies, continued his "propaganda" campaign in Hull on Friday.

This was a regional gathering and it was to be expected that the wider implications of Community membership should take second place to the more down-to-earth question of what benefits the regions of Britain were likely to derive.

Possibly the most astonishing impression to emerge from the question-and-answer session conducted by Humber-side industrialists and local authority representatives was the seemingly appalling lack of knowledge not only of regional benefits that might accrue from Britain's continued membership, but of those that had already shown themselves.

In his speech, Mr Thomson recognized that if the public were to vote on Britain's membership, it would be sufficient awareness of the issues involved, then an immense task of information had to be undertaken.

It would appear that most people are quietly making plans and costing projects ready for the emergence of the long-awaited regional fund which it is hoped will burst forth in all its glory in about a week's time at the EEC summit meeting in Paris.

If the Commission's proposals are accepted, about £600m will be available for distribution. The present proposals are that the fund shall be distributed on the basis of long-term economic development projects put up by member countries, who show that they are necessary for their own under-developed areas.

What is not always realized is that there are other regional funds to existence which have already contributed in the form of loans or grants to Britain. Mr Thomson was more than a little surprised to discover that few people were aware that between January, 1973, and September this year the total awarded by the Commission to the north of England was no less than £100,252,802.

Mr Thomson listed the loans and grants already doled out. For instance, the Social Fund one might select at random financial aid for redundant steelworkers. A £700,000 grant was given to 3,600 workers from

the British Steel Corporation's Appleby Frodingham works after the closure of several plants. A grant of £63,500 went to 200 workers after the closure of Claywell Lane works, Sheffield, while £285,500 went to 811 made redundant by closure of BSC's Stanton iron works.

Aid for families and dependants of victims of the Markham and Lofthouse mine disasters and the Flixborough chemical plant explosion totalled £29,266. Financial aid for redundant miners—if there are any—is on the cards, and in north and south Yorkshire 464 miners' houses belonging to the National Coal Board are being modernized through a European Coal and Steel Community loan, payable over a 25-year period at 1 per cent interest.

The European Investment Bank has provided loans at about two-thirds the current interest rate in Britain, nearly £26m for the modernization of the Scunthorpe steel complex; £14m for steelworks at Teesside; £18m for the Scunthorpe coke oven expansion scheme; £3.5m for modernization of Borden and Blackhall collieries, co Durham. Bradford has received an EEC grant of £82,282 to replace its obsolete fishmarket, and there

is a crowded list of substantial grants for drainage, flood prevention, for building trawler modernizing a bacon factory Yorkshire, a dairy in Durham and numerous other projects under the heading of "aid agriculture".

Coal and steel research projects have also attracted substantial grants. Nationally, grants add up to Britain's first 18 months of membership amount £322,547,904, somewhat in excess of the payments made due from Britain to the European Community fund for the same period—estimated at £280,358,141.

Going back to the region fund, however, it is expert that by the time Britain is full paying member of the Community in the 1980s the amount will bring something like £200m to the intermediate special development areas Britain.

Mr Thomson is convinced that the new regional fund will become as firmly established part of Community agricultural policy spending is today.

Ronald Kersha

EUROPE'S CRISIS CHRISTMAS: CAN THE SHOPPERS AFFORD TO GO CRACKERS?

Santa Claus makes his own rules. And, with Christmas just around the corner, the whole of Europe is spending even more of the money of which we daily seem to have less.

Tomorrow, Europa investigates this phenomenon, and considers what things would be like in Europe if every day were like Christmas.

In the same issue, Dr. Mario Soares, the Portuguese foreign minister, in an exclusive interview, reveals how a nation prepares itself for the first free election in forty-eight years.

Europa also considers what can be done to give Europe's harassed teachers a better deal; how barley might prove nothing but a lemon to the German beer industry; takes a look at the prospects for a European film industry; and shows how fear of a luxury tax is inhibiting jewellery design—turning precious stones into precious little else.

Every month, Europa deals with economic, financial and industrial affairs, and allied social questions, as they affect the total European business community.

Europa is written by the most respected writers in Europe, and is published simultaneously with the newspapers they represent: *The Times* (London), *Le Monde* (Paris), *La Stampa* (Turin) and *Die Welt* (Hamburg). Articles are up-to-date and translated into the mother-tongue immediately before publication in each of the four countries.

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Maurice Corina

WESTBRICK PRODUCTS LIMITED
Specialists in Concrete, Engineering, Clay & Plastics

**Summary of Interim Results—
6 months to 30th September, 1974**

	6 months to 30.9.1974	6 months to 30.9.1973	Year to 31.3.1974
	£000s	£000s	£000s
Sales	3,557	2,965	6,309
Trading Profit	344	380	735
Profit after tax and interest	134	182	345
Earnings per 25p share	3.3	4.5	8.4
Dividend per 25p share	1.0	0.882	2.253825

Comments on the results:

- The Price Code has continued to restrict profits.
- Diversification and quality of products have combined to mitigate the worst effects of the severe recession in building.

BY THE FINANCIAL EDITOR

Finance houses on the high wire

City is approaching Merle Credit's final results this week with some trepidation and a little uncertainty.

Such lowly ratings have inevitably led to questions about whether the three independents will be likely to follow the example of Forward Trust and Fodge Group and throw in their lot with their dominant shareholders.

Scottish at 16.5 per cent, Mercantile at 25.1 per cent and UDT at 30.1 per cent—are a direct reflection of their relative earnings.

Such lowly ratings have inevitably led to questions about whether the three independents will be likely to follow the example of Forward Trust and Fodge Group and throw in their lot with their dominant shareholders.

Samuel Osborn The Jessel connexion The City fears a downturn next year, and steel is a classic cyclical industry, but Sheffield Special Steelmaker Samuel Osborn is still confident.

Osborn can also point out that the new Ecclefield steelworks is still not quite up to optimum operating levels, that under EEC rules it can raise prices over 85 per cent of output as it likes, and that domestic earnings will stay tax-free for some years thanks to past losses.

Even so, the year to September 27 was exceptional. It was the year when once Osborn had everything going for it, Demand both in Britain and South Africa was running at high levels and export prices were good.

Johnson talked about co-operating more closely with Osborn last year, and the two companies are friendly even though there is no boardroom link. Osborn would not be averse to an industry restructuring to judge by the remarks of the chairman, Mr Bernard Cotton, in the last accounts when he complained about the long-term problem of oversupply and industry fragmentation.

been betrayed by the stock market. The equity expansion capital they came to market for is virtually unavailable at present, and some seem to fancy their chances more with a strong institutional partner like a development bank.

For such banks—say the development capital arm of a merchant bank—there are attractions in buying publicly quoted equity stakes, not least because market capitalizations are historically low. A bank may typically be financially structured to take a five to seven-year view.

These and other more recent developments are set out in the book, 'The Stock Exchange's usual expectation of profits around the £1m mark on listing (though the only written requirement is that market capitalization should usually approach £500,000).

Another factor, which certainly weighed heavily in the Pilkington Bros' decision to go public a few years ago, is securing a ready 'out' for a large number of family shareholders in the event of a takeover.

The Financial Analysis group supports the theory that private companies are more efficient employers of capital. The ratio of profits to net assets in their sample group of 100 companies is 16.7 per cent compared with 14.4 per cent for quoted companies (this latter figure from official statistics).

It seems that some of the more recently listed companies in particular feel they have

Whatever the eventual outcome of the Channel Tunnel affair, the entire episode is a rich case history of how not to do these things in future. As, inevitably, more industrial and commercial activity, when it is on a multi-million pound scale, will be conducted in the grey area between government and the private sector, it is important that the lessons should be learnt.

Why, for a start, has all the serious public discussion about whether we need a tunnel (and, if so, what form it should take) only developed after the project was well into its initial stages? Now that there is a real possibility that the final British decision will be against the tunnel, this means that substantial direct and indirect compensation payments may have to be made to those who have invested in the operation.

One main reason is that, because of the curious hybrid nature of the tunnel's financing arrangements, Whitehall in general and the Treasury in particular never considered it necessary to look critically at the proposals. The tunnel, if built, will be paid for almost entirely by money raised by the operating companies as loans, carrying the respective guarantees of the British and French governments.

The facts relating to the massive imbalance in Japan's favour are irrefutable. This year she will sell some 80,000 cars in Britain while we shall export at most 1,500. Last year on the basis of similar figures the balance of trade in cars in Japan's favour was £65m. But it is the reasons being advanced by British motor spokesmen for their failure to sell in Japan which need closer examination.

Sir Raymond Brookes, president of the Society of Motor Manufacturers and Traders, has reacted what he describes as "the non tariff barriers usually to be found in small print". Others have talked of hidden obstacles. When asked for details they have referred vaguely to bureaucratic regulations.

They make great play of the long delay between the announcement of new regulations and the issue of English translations by the Japanese Motor Manufacturers Association. The most frequently heard complaint is the impossibility of obtaining adequate dealerships under the present marketing set-up.

Yet taken point by point there seem to be answers to all these allegations which must be investigated before such a dangerous step as the erection of protectionist barriers is undertaken. For instance, can the import of Japanese cars be considered in isolation from the remainder of the growing trade between the two countries?

government guarantee by the tunnel operating companies is the same as borrowing on the same terms by local authorities, nationalized industries or the Government itself.

For, if the Government needs to borrow money on its account, the amount available will be less by what has gone into government guaranteed Channel Tunnel bonds. The loans themselves will become an integral part of the pool of government guaranteed debt for which the managers of the public debt will have to care.

Lord Rothschild's think tank never formally looked at the Channel Tunnel in relation to Britain's transport needs, partly for this reason and partly because, as a matter of practical politics, it was judged that Mr Heath had such a profound personal commitment to the project (it had featured centrally in his private talks with President Pompidou) that it was not worth wasting valuable time trying to argue.

The result was that Mr Peyton, as the minister responsible for transport, pushed the basic tunnel Bill through at such speed in the first half of 1973 that there was no extensive and informed discussion of the project as a

whole. For example, there was never any clear and coordinated picture presented of how the tunnel would fit into the rest of the British transport system.

The two parts of the picture were further kept separate, because the private Channel Tunnel companies were only responsible for the hole itself. The figures they presented on their account in no way included certain not insignificant items, such as the London rail link, without which, however, the entire project made little overall sense.

So the discussion about whether the tunnel project was viable financially ought also have asked much more clearly whether it was viable taking into account the other very large capital expenditures like the road link, which would have to be financed directly by government. If this had been properly taken into account in the total cost benefit analysis from the start, it must be doubted whether the project would have reached the stage where, last week, Mr Crosland was finally required to say that £37m (not allowing for several extra costs still to come) was too much for British Rail to spend.

Clifford Webb looks at the Japanese motor industry in the light of many voices urging severe restrictions of their car imports to this country. But as he points out the question needs closer examination.

foreign manufacturer can establish his own 100 per cent owned subsidiary in Japan for importing and wholesaling purposes without being subject to government intervention, approval or red tape.

The statement adds that such a company could appoint Japanese-owned retailers without hindrance. This does not, of course, answer the basic complaint that such dealers are not available because of the blanket coverage policy of Nissan and Toyota.

Nissan have repeated their offer to assist British Leyland to establish itself in Japan by making available space on its special car carrier ships returning from Europe and also to service BL cars through its Japanese retail network. BL have rejected this out of hand because they say there are too many hidden strings.

Asked why British manufacturers do not sell more cars in Japan, as they claim, the door is wide open, Japanese spokesmen say the answer is to be found in British boardrooms and not in Tokyo.

The difficulty in trying to sort out these complex counter-claims is that they ignore the present depressed state of world car markets. It may be that the Japanese are prepared to make a real effort to open their own market to foreign cars, but they do so from an established position of strength in Europe which is becoming politically unacceptable while thousands of German, French and Italian car workers are being thrown out of work and a similar spectre looms in Britain.

One suggestion now finding support is that a summit conference of Japanese and European car chiefs should be called as a matter of great urgency. In the past, under the threat of protectionist measures, this has produced results in the shape of voluntary quotas imposed by Japanese manufacturers of other goods.

"It is therefore clear that a

Japanese case on car restrictions threat



Clifford Webb looks at the Japanese motor industry in the light of many voices urging severe restrictions of their car imports to this country. But as he points out the question needs closer examination.

AMC Announcement The Agricultural Mortgage Corporation Limited announce that following the half-yearly review with effect from 1st December, 1974 the rate of interest for Existing Variable Rate Loans will be 15.5% until the next review on 1st June, 1975.

PARKER TIMBER GROUP LTD. OUTSTANDING GROWTH The Annual General Meeting of Parker Timber Group Limited was held on November 29th in London. The following is an extract from the circulated statement of the Chairman and Joint Managing Director, Mr. K. Whitty.

Business Diary in Europe 'East Indies deaf'

of, as the world council of churches has demanded, selling up the State's shares and refusing to collaborate. Two-day trot We thought that Gerbard Bell, state secretary in the Foreign Trade Ministry of the German Democratic Republic, was in for a busy time during his two-day visit to Britain. And so it turned out to be.

Dr Bell was down to address the GDR section of the London Chamber of Commerce, and to call on ICL, GKN and BSC—all to be fitted in between meetings with Peter Shore, Secretary of State for Trade, Lord Bewick, Minister of State for Industry, Eric Deakin, the Parliamentary Under Secretary of State for Trade, and officials of the British Overseas Trade Board.

year's crop, nor any prospect of lower prices. The crop in Jerez was about a fifth down on 1973, bringing it more or less within normal limits. But even if Jerez had been washed with twice the boggy keepers would still be far from tears.

Business Diary in Europe is reluctant to conclude a Christmassy story on an unhappy note, so putting the best face possible on the preceding transaction, we're glad to pass on to an assurance from Spain that—so far as sherry-makers are concerned—prices, high though they may be, should remain stable for "some time to come".

upon safe ground, for he was addressing a meeting of textile magnate Ralph Yalton's pro-Market Denton Foundation. But things got off to a bad start with the chairman, fellow socialist Lord Peddie, introducing George Thomson as "George Brown" (although to be fair, Lord George-Brown is also a pro-marketeer).

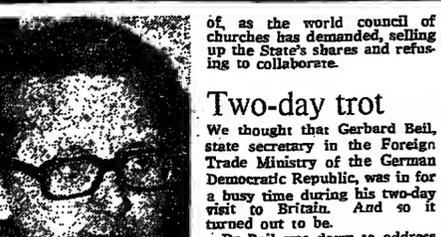
Thomson then came mildly unstruck, as many politicians do, when he embarked on some Dunkirk imagery. Yorkshire has some active anti as well as pro-marketeters in the business community. Thomson had begun to say that, sproops of EEC membership, Britain's better off in a big ship than going it alone in a small boat.

Gerbard Bell: pictured at the weekend after a hectic two-day visit to Britain. He is on record as telling the board that he had no objection to the investment, so long as there was no discrimination between the employees there on grounds of race, colour and creed, and freedom of trade union activities was guaranteed.

Sunk! Helmut Schmidt, the West German Chancellor, was not alone in facing a critical audience when he appeared before the Labour Party's Europe conference in London over the weekend. George Thomson, the EEC Commissioner responsible for regional affairs, found himself in Hull, which is in turn one of Britain's more sceptical regions.

Rare bird Italy's new Minister of Finance, Bruno Visentini, is a rare bird in his country—an industrialist who is prominent in public life. The Italian industrialist traditionally looks down on politicians as pests whose parties have to be paid to ensure that his interests are protected in the framing of new legislation. But otherwise they are people who should be kept at arm's length, though that attitude is slowly being

as by Estel, the third largest company outside the United States, to invest in South Africa has caused a storm of protest in The Netherlands. A paradox, one of many, of the existence of industry and life there.



those who might think from the Dutch newspapers' affinity to the Afrikaans news are much mistaken. The majority of public and political opinion approves the relentless condemnation of apartheid and white domination in South Africa, while a vocal minority remains in our continued contact.

Some cheer Unfortunately for Christmas shoppers in Britain who are now haggling at the price of a bottle of sherry, there will be no surplus of sherry from this

FINANCIAL NEWS

Link-up of three refineries brings about major Spanish giant

The biggest company in Spain begins business operations this week after the fusion of three important refineries.

The new company's sales this year are expected to total 700m, and its present refining capacity of 14 million tonnes per year is expected to grow to 26 million tonnes by 1980.

Alfredo Santos Blanco, witnessed the signing of the documents bringing together the three companies.

Upturn seen after AB Electronics' demand drop

Shareholders were told at the annual meeting of AB Electronics that 1974 brought the fuel crisis and interruptions to production and consequent upheavals on a "scale we have not previously experienced".

Liquidity not problem at Provident Clothing

Mr Richard Davenport, chairman of Provident Clothing & Supply Co, told shareholders at the extraordinary general meeting that the group neither had nor expected to have any liquidity crisis.

Corporations favour shorter loan

Bankers in the Eurocurrency markets have begun to detect a trend among corporate borrowers to seek funds for much shorter maturities than hitherto.

Euromarkets

There are several arguments to support this assumption. One is that, with world economies moving into recession corporate borrowing pressures (as distinct from balance of payments pressures) on banks will be considerably eased.

both the supply and demand factors will be working in favour of corporate borrowers, which case it makes good sense to keep high cost borrowing short as possible in order to take advantage of the expected lower spreads.

Barclays Eurodollar loan consortium led by Barclays International and comprising the English and Scottish clearing banks and three European institutions is providing a credit for Bank Handlowy Warszawa SA, the state-owned Polish trade bank.

The agreement is the first which the English and Scottish clearing banks have combined to manage a Eurodollar loan commercial enterprise in British exports.

The loan complements recent UK Export Credit financing to more than £100m provided by the clearing banks to finance the Ursus Tractor project for the modernization of the Polish tractor industry.

Christopher Will

Expansion aids Change Wares

Its continued expansion and diversification will stand Change Wares in good stead in the years to come, Mr Richard Crane, chairman, asserts in his annual statement.

Revised terms out for Bougainville Copper

Shareholders in Bougainville Copper have now been sent a summary of the new agreement with the Government of Papua New Guinea varying the terms under which it runs the big copper mine on Bougainville Island.

which has a 431 per cent stake in Bougainville. The preliminary details indicated that the company would pay tax on the whole of its 1974 profits at a standard corporation tax rate of 33 per cent and with a marginal excess profits tax on profits above an undisclosed figure ranging up to 70 per cent.

Brighter times at Herman Smith

Badly hit last year by the shorter week followed by the engineers' ban on overtime, Herman Smith says that another adverse factor, shortage of supplies, has shown some signs of easing in recent weeks.

SW (Canada) net profit rises

Slater Walker of Canada's net operating profit rose in the nine months to September 30. Per share operating net income was 51c against 55c net profit \$C3m against \$C2m.

Eurobond prices (yields and premiums)

Table with columns for STRAIGHTS, CONVERTIBLES, and various bond types with their respective prices and yields.

Large advertisement for Japan Line featuring the headline 'JAPAN LINE the bridge-building fleet' and illustrations of various ships including tankers and liners.

Business appointments

Three join board of Assoc Portland Cement

Mr B. E. Gwyn, Mr J. S. Duthie and Mr T. R. Chesterfield have joined the board of Associated Portland Cement Manufacturers.

Freight report

A much weaker grain sector was threatening to overwhelm the dry cargo freight markets last week, so much so that many of the gloomier shipbrokers were beginning to fear a slump to tanker market levels.

FINANCIAL NEWS

Eucalyptus Pulp leaps at midway, while prospects stay bright

With a 50 per cent leap in interim profit of £570,000, Eucalyptus Pulp Mills Ltd trading conditions continue to improve during the mid half of the year...

Noteworthy is that profit before depreciation, interest and tax is markedly better than that of the first and second halves of last year. Depreciation for the latest half at £319,000, in fact, exceeds the amount for the whole of 1973...

At Charlotte hard-pressed as costs erode margins

Although turnover and trading profits of Mount Charlotte cement works, the hotel group has certain carrying interests in the 40-week period...

for it beats by a good margin the previous peak level for the whole of 1973 of £6.4m and compares with £4.9m in the 1973 40-week period. But higher depreciation and financial charges which have been added from £243,000 to £324,000 lower the pre-tax profits from £522,000 to £403,000.

Results

The following dividend and interim statements are scheduled this week: DAY: Finals: Armour Trust, A. E. Jenks & Cartell, and Petrocon. Interims: C. E. Heath, London Asiatic Rubber, Marcellis (Hull), Rugby Cement and Wyodan Engineering.

Devenish and Mercantile Credit Interims: Coalite & Chemical Products, Comben Group, Derwent Stamping and Wharfedale. THURSDAY: Finals: British Industrial Holdings, MEPC, Mitchell Cotts Group, Scottish Agricultural and Whesoe. Interims: Armitage Shanks, British Building & Engineering Appliances, Churchbury Estates, Culler Guard Bridge, Eastman's Estate, Highmans, Lennons Group, Oil & Assoc Inv Trust, Pauls & Whites, Phillips Lamp, Pilkington Brothers, Rensome Hoffmann Pollard, Rascal Electronics and Renwick's.

EMI seeking fresh expansion in US

While there is nothing firm yet, EMI is looking at a wide range of specialised electronics companies in the United States with a view to possible acquisition, according to Mr John Read, the new chairman.

Int Paint shines

Further improvement was vouchsafed from International Paint Co. the £7.78 per cent-owned Courtauld subsidiary, in July, which in the event takes the shape of an opening 98 per cent bond to £5.78m in pre-tax profit. The trading level also bounced from £2.25m to £5.12m. Turnover for the six months to September 30 jumped from £46.4m to £69.9m. The interim dividend is raised from 3.15p to 3.54p.

Hargreaves down

Blamed chiefly on the national economic situation, Hargreaves Group reports pre-tax profits down £2 per cent to £12.5m for the year to September 30. Turnover however was 41 per cent higher at £38.75m. Dividends were higher at £7.22m against £6.69m and share of associates lower at £473,000 (£593,000). Earnings a share work out at 2.8p compared with 3.1p.

Bibby & Baron

Following last year's record results Bibby & Baron (Holdings), the Lancashire-based paper and plastic bag and packaging materials group, have gone on to produce more than doubled taxable profits in the

first half to September 30. From turnover up from £5.2m to £9.6m profits at the pre-tax level work out at £260,000, compared with £110,000, after charging higher depreciation of £299,000 (£206,000) and interest charges of £97,400 (£64,000). The interim dividend is being raised from 1p to 1.34p, but this is largely to reduce the disparity between interim and final payments.

Amsterdam Rbr agree Berisford bid

News has already been given that S. & W. Berisford through its Netherlands-based offshoot Catz International was making an offer for Amsterdam Rubber. This was all cash and worth £1.5m and the management of AR now recommends all shareholders to accept.

Harland's qualified

Annual accounts of Harland & Wolff contain an auditors' qualification in that they are unable to express an opinion on the adequacy of the provision of some £4.7m for present estimate of losses to completion of contracts. Consequently they are unable to form an opinion whether the accounts overall truly reflect the state of the company as at December 31, 1973, and of its loss for the year to that date.

Ocean Wilsons steady

High rug maintenance costs coupled with fewer opportuni-

ties for exceptional out-of-park activities, mean that taxable profits of Ocean Wilsons (Holdings) rose by only £17,000 to £767,000 in the half to July 31 even though turnover improved from £11.2m to £14.8m.

Present indications are that full-year profit will not be less than last term's £1.61m. The market value of investments between interim and final payments.

Tomkinson's surplus

A revaluation of the land and buildings of Tomkinson's (Holdings), carpet manufacturers, has given a net surplus of £464,000 which has been credited to reserves. But on the profits front things are not so bright with the pre-tax in the year to September 28 down by 34 per cent, from £915,000 to £603,000, out of turnover increased from £7.5m to £7.9m. Earnings were 10.9p (18.5p) a share and the dividend is 5.47p (5.25p), the same net.

KLEEN-E-ZE interim pre-tax £125,000 (£155,000). Dividend 1.31p (1.25p).

THOMAS HARDMAN For six months to October 5 turnover £37,000 (£25,000) and pre-tax £3,000 (£49,000). Margins eroded and future "imponderable", say board, but they expect to raise final dividend from 2.2p last term.

ATTWOOD GARAGES Drop in tourism pre-tax from £45,000 to £21,000 and board states likely full results will be lower. Earnings 0.48p (1.11p) a share with dividend 0.91p (0.87p), the same net.

Brokers' views

A review of prospects for chemicals shares from Williams de Broe Hill Chaplin follows based on the heels of last week's report on third-quarter trading at ICI. It gives warning that FT Accuracies Chemicals Index has outstripped the fall in the market since July, and suggests that this relative weakness can be expected to continue, because slackening demand as new plant is commissioned will hit profits.

But Hill Chaplin recommends holding shares in ICI, Croda International and Laporte Industries, where it thinks pressure on earnings will be offset by other factors. The suspect ones on the chemical pitch, Chaplin thinks, are the shares of Fisons, and Dickson Welch, where current ratings over-estimate future profits growth, and of British Oxygen, where an additional factor is the future "composition and funding".

Only shares in Albright & Wilson, Yorkshire Chemicals and Coalite and Chemical are seen as definite "buys"—and in the case of the last-named, the speculative nature of the situation is emphasized.

Hill Chaplin also takes a look at both Tesco Stores (Holdings) and House of Fraser, in the light of their respective trading statements. Shares in Tesco are recommended as a "bold" on the grounds that cost-cutting, ability now to raise gross margins and planned increases in selling area will enable Tesco to resist the defensive trend of the industry. For the full year 1974-5, pre-tax profit of £21.4m is predicted. Fraser is also

seen as a "hold". The outlook for the brewers, at a time of disappointing beer sales, and lean times ahead for the customers, has attracted market interest. Both Fielding Newton-Smith (in its annual survey of major brewers) and Gerald Hodgson Fuller examine the problem at length this week. They agree that the brewery sector should probably maintain its premium rating.

Bass Charrington is recommended by both firms. Fielding also sees Allied Breweries as a "buy", but Fuller is wary of the group, chiefly because of the Trust Houses Forte stake.

And on the other side of the scales Fuller sees shares in Scottish & Newcastle as a "sell" in a period of hard competition among the brewers and misfortunes for the brewers. Gloomy predictions for the United Kingdom and Western economies are not hard to find. Phillips & Drew sees the "worst recession in private investment since the thirties depression" and expects emergency measures before next spring.

Kemp-Gee regards an economic crisis as probable rather than possible, and advise investors to run for cash. Rowe & Pimman compares the present bear market to the Great War and urges us to maintain liquidity and buy "survival equities"—by which it means the overseas earners like BATs, Distillers and EMI.

Simon & Coates finds no reason to be hopeful for either gilts or equities. Almost the only spark in the gloom is struck by Charterhouse Group, whose business forecast predicts that the current pressures on industry will provide a healthier basis for expansion in 1976.

Terry Byland

Ofrex in venture with US giant

On a 50-50 basis, Lawtons of Liverpool, an Ofrex Group subsidiary, has formed a joint company with the \$2,000m United States giant, FMC of Philadelphia and New York. The new company, Lawco-Avistrap, will manufacture and sell polypropylene strapping and equipment for the packaging and allied industries. The manufacturing plant, which will be the most modern in Europe, is situated close to the source of raw materials at Ellesmere Port, near Liverpool. When full production of non-metallic strapping is reached early in the new year, Lawco-Avistrap will be well placed to

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By John Woodland Malaysian scheme depends on other producers

Following the plan by the major copper exporters to test prices (which, so far, has led miserably) Malaysia, laterally, has dug deep into its resources in an attempt to "bump" higher rubber values. A scheme announced last week was seen as good and sensible by traders in both London and Singapore. It is estimated that around 3,000 tonnes could be taken from the rubber market which would bring supply and demand balance or perhaps slightly deficit. However, sources in Kuala Lumpur think that only 1,000 to 5,000 tonnes will be so.

But much, if not all, depends on the other major producers. Malaysia achieves the co-ordination it most earnestly seeks, and surely it is in the interests of the other growers to come to some sort of arrangement, then the scheme will undoubtedly be a success. However, London dealers remain extremely sceptical whether Indonesia or Thailand will cooperate and check their production or exports. Overall the Malaysian plan cannot be anything but bullish for prices. The problem to the mid economic situation is such more bearish, particularly for rubber. For instance a car industry is in a major recession and there are only a few hopes that the worst will be over by the spring. Wallace Brothers Commodities could well be right in their warning up of the current market. They say: "We still lack of physical output will take the edge off this rally (spot rose 2p to 24.75p in kilo last week) before a strong up and suggest selling into rebound".

World jute output in 1974-75 has suffered a dramatic reversal from the record production in 1973-74. Barclays Bank Group Economic Intelligence Unit reports. The two largest producers, Bangladesh and India, forecast this seasons output at about 4.5m and between 5m and 6m bales respectively compared with 5m and 8m bales in 1973-74. In India this predicted fall in supplies has led to the Indian Jute Mills Association to call for a ban on exports since normal domestic consumption alone stands at 7.5m bales. If output is as low as forecast, stock levels would be reduced from 3.5m to only 1m bales. The sharp production fall has partly been because of floods in both countries and the depressed prices resulting from last year's bumper crop. It is expected the expansion of acreage under jute in favour of paddy rice and wheat.

This year's rise in prices is, the bank says, likely to cause some reversal of this trend, but in the short run, steep increases in jute prices could result in this commodity losing its newly-won competitive edge over synthetic substitutes. Meanwhile Reuters report from Calcutta that West Bengal will produce only a shade over 2m bales in 1974-75 compared with 3.5m bales in the previous year. Forecasting this to Parliament Mr Abdus Settar, the West Bengal Agriculture Minister, said the area under jute fell to about 700,000 acres compared with 1.5m acres of coffee. Member states of the Inter-African Coffee Organization meet in Dar-es-Salaam tomorrow to discuss the world market. Countries participating include: Togo, Nigeria, Cameroon, Gabon, Dahomey, Central African Republic, Uganda, Zaire, The Congo, Malagasy, Tanzania, Kenya, Rwanda, Sierra Leon, Burundi, Ivory Coast and Libya.

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FINANCIAL NEWS

American Financial will sell Bantam to Fiat interests

Cincinnati, Dec 1—American Financial Corporation has agreed to sell Bantam Books Inc to a Luxembourg holding company associated with Fiat interests for \$70m cash and notes, reports Mr Carl H. Lindner, American Financial chairman and president.

A United States subsidiary of IFI International SA will pay \$60m in cash, plus \$10m in notes guaranteed by IFI, he added. Closing is scheduled for December 20.

American Financial acquired Bantam through a merger with National General Corporation in 1973. AF said from the outset that it intended to dispose of Bantam, a major publisher of paperback books, along with other non-financial assets of National General.

With the sale of Bantam, those dispositions will be completed, he said. Previously, the company sold a theatrical chain, a movie-distribution enterprise, and another publisher.

Bantam books will have sales in 1974 of between \$15m and \$80m and is having its most profitable year since 1971.

The remaining asset acquired through the National General merger, and the major reason for making that transaction, is that Great American Insurance

Co, the casualty insurance group, contrary to the experience of many other insurers this year, had a record profit for the first nine months, he went on. Indications are that the fourth quarter also will be strong, producing record results for the year.

American Financial, a financial holding company, expects to derive about 60 per cent of 1974 profit from casualty insurance. The company also owns banking, savings and loan, leasing and newspaper publishing subsidiaries.

IFI is a company in which the Agnelli family, which controls Fiat, the Italian carmaker, has a major interest. Among its many assets are holdings in Fiat's Fiat, a major newspaper publisher, various insurance enterprises, a cement producer, and other investments.—AP-DI

Pressure on Silkolene

Although interim pre-tax profits of Silkolene Lubricants are up from £193,000 to £307,000 on turnover up from £1.2m to £2.07m, the group is under considerable cash flow pressure, as costs rise. The board hopes that the present level of margins can be maintained for the rest of the year. The dividend is up from 0.65p to 0.7p.

The Times Share Indices

The Times share indices for 20.11.74 (base price June 3, 1945) are as follows:

Table with columns: Index, % Change, % Yield, Dividend, etc. Includes Barclays Bank, Nat Westminister, etc.

Bank Base Rates

Table showing bank base rates for various banks like Barclays Bank, Nat Westminister, etc.

Charter Consolidated Limited

Change of Address—Share Registration Department

With effect from 2nd December, 1974, the Share Registration Department of Charter Consolidated Limited, at present situated at Kent House, Station Road, Ashford, Kent TN25 1QB, will be at P.O. Box 102, Charter House, Park Street, Ashford, Kent TN24 8EQ.

Charter Consolidated Limited acts as Registrars or Transfer Secretaries in the United Kingdom to the following Companies:

- List of companies including African and European Investment Company Limited, Anglo American Corporation of South Africa Limited, Anglo American Industrial Corporation Limited, Anglo American Investment Trust Limited, Anglo American Tin Dredging Limited, Beral Tin and Wolfram Limited, Blyvooruitzicht Gold Mining Company Limited, Botswana RST Limited, Brakpan Mines Limited (in vol. liq.), Buffalo Foundry Gold Mining Company Limited, Cape Industries Limited, Charter Consolidated Limited, Cynobank (Transvaal) Collieries Limited, Consolidated Company, Bultfontein Mines, Limited, The Consolidated Diamond Mines of South West Africa Limited, Daagsfontein Mines Limited, De Beers Consolidated Mines Limited, De Beers Industrial Corporation Limited, Durban Roadport Deep Limited, East Daagsfontein Mines Limited, Free State Gold Mines Limited, First Union General Investment Trust Limited, General Mining and Investment Corporation Limited, Griqualand Exploration and Finance Company Limited, Griqualand West Diamond Mining Company, Dutoitspan Mine, Limited, Harmony Gold Mining Company Limited, Imperial Gold Refining and Supply Company Limited, Lisboe Electric Tramways Limited, Lydenburg Platinum Limited, Minerals and Resources Corporation Limited, Nicholson Consolidated Copper Mines Limited, New Central Waterwaster Areas Limited, Northgate Exploration Limited, Premier (Transvaal) Diamond Mining Company Limited, Pretoria Portland Cement Company Limited, President Brand Gold Mining Company Limited, President Steyn Gold Mining Company Limited, Rand Mines Properties Limited, Rand Selection Corporation Limited, Sand Diamond Corporation Limited, Sentrust Beperk, Sorec Limited, The South African Land and Exploration Company Limited, South African Townships Mining and Finance Corporation Limited, Southval Holdings Limited, Stewarts & Lloyds of South Africa Limited, Sulfonitrol Gold Mining Company Limited, The Sungei Bess Mines Limited, The Sungei Way Dredging Berhad, Tara Exploration & Development Company Limited, Tolgate Holdings Limited, Transvaal Coal Corporation Limited, Transvaal Consolidated Land and Exploration Company Limited, Trochu Mines Limited, The Trust Bank of Africa Limited, The Union Steel and Investment Corporation Limited, Vaal Reefs Exploration and Mining Company Limited, Verreigning Refractories Limited, The Verreigning Estates Limited, Wankie Colliery Company Limited, Welkom Gold Mining Company Limited, Western Deep Levels Limited, Western Holdings Limited, West Rand Consolidated Mines Limited, Witbank Colliery Limited, Zambie Copper Investments Limited, Tiger Oats and National Milling Company Limited, Johannesburg Consolidated Investment Company Limited, Elsburg Gold Mining Company Limited, Free State Development and Investment Corporation Limited, Fongestruat Platinum Limited, The Randfontein Estates Gold Mining Company, Witwatersrand Limited, South African Breweries Limited, Stellenbosch Gold Mining Company Limited, Union Vanadium Mining Company Limited, Western Areas Gold Mining Company Limited.

Weekly list of fixed interest stocks

Table listing fixed interest stocks with columns for Stock Name, Price, Yield, etc.

More share prices

Table listing share prices for various companies like Anglo American, Anglo American Industrial, etc.

Unit Trust Prices—change on the week

Table showing unit trust prices and their weekly changes.

Insurance Bonds and Funds

Table listing insurance bonds and funds with their respective prices and yields.

BUSINESS NOTICES

READERS are recommended to take appropriate professional advice before entering obligations. INVESTMENT OPPORTUNITY FOR BUSINESSMAN (ELDER STATESMAN?)

CONTRACT AND TENDERS

THE PEOPLE'S DEMOCRATIC REPUBLIC OF ALGERIA. MINISTRY OF INDUSTRY AND ENERGY. NATIONAL SOCIETY OF TEXTILE INDUSTRIES (SONITEX). INTERNATIONAL INVITATIONS TO TENDER

These tenders should be left by 20th December at the latest before 5 p.m. at: Secretariat de la Direction des Projets, 5 Rue Abens Ramane, Algiers.

PUBLIC NOTICES

M.M. LAND REGISTRY. LOST CERTIFICATES. NOTICE OF APPLICATION FOR PREQUALIFICATION.

LEGAL NOTICES

NOTICE OF APPOINTMENT OF RECEIVERS. NOTICE OF APPOINTMENT OF RECEIVERS.

OFFERS AND INTERNATIONAL FUNDS

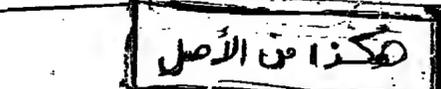
Barclays Bank (Overseas) Ltd. Anglo American Corporation of South Africa Limited.

TRANSFER BOOKS

MORIAN-GRAMPIAN Limited. NOTICE OF TRANSFER OF SHARES.

PUBLIC NOTICES

ROYAL COLLEGE OF MUSIC. NOTICE OF MEETING.



Christmas gift guide

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PERSONAL COLUMNS

also on page 25

ANNOUNCEMENTS

IF YOU ARE NOT LOOKING FOR STAFF... then you may not be interested in our offer to help you find that vacancy before the New Year.

FOCUS ON RECRUITMENT SERVICES

next Thursday, October 5th. And if you have a Recruitment Service to offer than call now The Times

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Manchester: 061-834 1254

Classroom: 041-248 5969

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This special feature, bringing all types of engineering vacancies, is for you only.

CAN YOU AFFORD TO MISS IT?

For further details see the advertisement in the Times.

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NORTH AFRICA WERE YOU THERE?

Personal accounts, recollections, photographs and documentation, sought by author for book, covering all aspects of the war in the Western Desert, French North Africa and Operation Torch, in the book 'The North Africa War'.

WARREN TUTE, c/o Jan Widdoway, 40 Museum Street, London, W.C.1.

BRITISH HEART FOUNDATION

INDISPENSIBLE RESEARCH into the causes and treatment of diseases of the heart is essential for the progress of medicine.

Illustrated Christmas Card and Gift Colour Brochure now available.

BRITISH HEART FOUNDATION, 40 Gloucester Place, London, W.1.

GUSTAVUS THOMPSON

will be moving to Three Quays, Tower Hill, London, EC3R 6GS, and carrying on their practice with Elsbeth Mitchell & Co.

Show Jumping Championships Celebrate Party

1st night of 40th with the Royal Household and show jumping champions party at the Royal Agricultural Hall, Weybridge, Surrey, on 18th at 7 p.m. tickets £3.50.

Phone 01-229 2748

IN AID OF NATIONAL SOCIETY FOR HANDICAPPED CHILDREN

Handicapped children are the most vulnerable in our society. The National Society for Handicapped Children is a charity which helps them to overcome their disabilities.

CANCER RESEARCH

RESERVE YOUR SUPPORT for the Cancer Research Campaign. This fund is essential for the progress of cancer research.

THE CANCER RESEARCH CAMPAIGN, 100, Tottenham Court Road, London, W.1.

HOLIDAYS AND VILLAS

Would readers please note that the letters 'M' and 'A' in the title of this column do not refer to a box number but to a Civil Aviation Authority licence number.

CRUISE IN THE NEW YEAR

A 10-day cruise is offered to Genoa on 27th Dec, and then to Genoa on 27th Dec, and then to Genoa on 27th Dec.

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CONVALESCENCE IN AN HOTEL AT MOSTYN HOTEL, EASTBOURNE

From £20 weekly entitles you to good food, imaginative service, and a relaxing holiday in a beautiful hotel.

RESERVATIONS RESIDENT

MR. J. DEAN, TELEPHONE: EASTBOURNE, 0130 3531, 2537, 14 Invet.1.

CHRISTMAS GREETINGS

JEREMY RINGALLI wishes you a happy Christmas and a prosperous New Year.

MAJOR AIDAN BELL

not sending his Christmas card this year, but wishes you a happy Christmas and a prosperous New Year.

FRINDS OF THE ELDERLY

will be holding a Christmas party for the elderly on December 19th at 7.30 p.m.

UK HOLIDAYS

BLAKEWELL, NORFOLK, Traditional Christmas dinner, £12.50.

LUXURY WEEKENDS IN SCOTLAND

at the Royal Hotel, Edinburgh, £150 per week.

WINTERHOLDS

at the Royal Hotel, Edinburgh, £150 per week.

ALBANY HOTEL, BARBADOS

at the Albany Hotel, Barbados, £150 per week.

WINTERHOLDS

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HOLIDAYS AND VILLAS

WE'RE NO. 1 LOWEST RELIABLE DISCOUNT SCHEDULED AIRFARES

SPEND NEXT SUMMER IN AMERICA

CAMP AMERICA offers students and teachers over 18 a 10-day holiday in the USA.

BEST VALUE IN FARES

Low cost travel to South West, East Africa, Australia, New Zealand, U.S.A.

SKI - SKI - SKI - SKI DUTY-FREE ANDORRA

Christmas/New Year vacation in the Pyrenees, duty-free shopping, skiing, and more.

SKI SUPERTRAVEL

ski holidays, duty-free shopping, skiing, and more.

WEEKEN FLYING

contact Miss Anne Wheeler for low cost fares to U.S.A., Australia, New Zealand, etc.

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Australia, New Zealand, India, etc.

TRAVELAIR

International air travel, duty-free shopping, skiing, and more.

AFRICA (KENYA) SPECIALISTS

Low cost air travel to Kenya, South Africa, etc.

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HOLIDAYS AND VILLAS

MOROCCAN HOLIDAYS FROM £54 EGYPTIAN HOLIDAYS FROM £135 ALGERIAN HOLIDAYS FROM £89 TUNISIAN HOLIDAYS FROM £63

BY LONDON EXPRESS SERVICES LTD.

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FOR SALE AND WANTED

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FOR SALE AND WANTED

SCROOGE NEVER HAD IT SO GOOD

Christmas Carols, Christmas Dinner, Christmas Shopping, etc.

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1800000 worth of stock, including furniture, carpets, etc.

ADLER, IBM, OLYMPIA

Call Dave Mackay on 837 8723

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1200000 worth of stock, including furniture, carpets, etc.

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Continued on page 2

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